# Robert Smith

## *Independent Operator*


***CONTACT DETAILS***

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## PERSONAL STATEMENT

Highly organized Independent Operator with ten years of inside and outside sales experience. Innovative and attentive to details with excellent follow-through. Highlights Proven sales track record MS Office proficiency Self-sufficient Java Networking Detail-oriented FrontPage Exceptional time management Microsoft Tools Sales management.

## WORK EXPERIENCE

### *Independent Operator*

**ABC Corporation - June 2010 – January 2013**

*Responsibilities:*

- Owned and operated a Sara Lee bread sales route that covered two Counties in West Tennessee.
- Able to increase invoice sales by working with existing customers to increase sales and service.
- Self-motivated salesperson I also added five additional customers to the route base.
- Ordered and maintained inventory for route sales as well as existing customers and promote new growth through customer relations and customer satisfaction.
- Managed overall operation of 80-100 rental car/truck fleet.
- Generated average sales of 800K annually.
- Responsible for all aspects of operational human resources.

### *Independent Operator*

**Delta Corporation - 2006 – 2010**

*Responsibilities:*

- Responsible for all activities required for weekly implementation of route sales.
- Which included ordering, planning, accounting and daily route stocking.
- Manage and run day-to -day office responsibilities Create and process rental contracts as well as handling customer inquiries and concerns .
- Deliver bread.
- Owner/Operator of professional breeding/boarding service for champion blood line canines.
- Maintained a profit & loss sheet for the operation including accounts payable and accounts receivable.
- Increased revenue in each year of operation.

## Education

Bachelors Of Arts

***SKILLS***

Customer Service, Data Entry, Computer Hardware, Cashier.

***LANGUAGES***

English (Native)
French (Professional)
Spanish (Professional)

***INTERESTS***

Climbing
Snowboarding
Cooking
Reading

***REFERENCES***

Reference – 1 (Company Name)
Reference – 2 (Company Name)


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