

ROBERT SMITH

Sr. Inside Sales Account Executive

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SUMMARY

Passionate Senior Inside Sales Account Executive with 8 plus years of experience accomplished in various areas related to marketing, communications, and sales. Possesses stellar interpersonal skills, excels at written and verbal communication, and is able to tackle challenges with energy and resilience. Digital and Traditional Marketing Outside and Inside Sales Google AdWords Certified Project Management and Leadership Community Outreach and Event Planning 3rd Party Negotiation and Management.

SKILLS

Business Development, National Account Management, Creative Prospecting, Client Retention, Negotiation, Closing, Sales Presentations, Exceeding Quota, Leadership By Example, Multitasking, Online Account Management

WORK EXPERIENCE

Sr. Inside Sales Account Executive

IAC Media, Urbanspoon - 2012 – Present

- Meeting or exceeding quota every quarter, the top salesman for last year and a half.
- Aggressively qualifying the new business opportunities via cold calling, appointment setting.
- Educating the decision makers on product and communicated the value of our service.
- Managing, interpreting, and defining the client needs to gain loyalty within the industry.
- Contributing to the creation and ongoing improvement of the sales process through training proposals, phone training, and peer feedback.
- Maintaining the knowledge of competitive products strengths and weaknesses.
- Building relationships and partnered with Ignite restaurant group Travinia restaurant group, 2 of the companies largest national accounts to date.

Client Retention & Account Management

Nestle, Jenny Craig Corporate Office - 2010 – 2012

- Created unified customer experience and satisfaction through first call resolution effective communication.
- Facilitated sales through presentations, guided online tours, and interpersonal interaction.
- Developed clients experience the brand through relationship building and account support.
- Created outbound telemarketing scripts and e-mail correspondence for the inside sales department to communicate our sales messaging.
- Used SAP for pricing orders and then track orders through salesforce.com.
- Teamed with General Manager in the development of new field sales representatives.
- Teamed with 8 field reps to create marketing campaigns that promote consumer discounts and drove new business.

SCHOLASTICS

- BA in Communication With Honors (3.86 GPA) top 2% - 2009(University Of Colorado At Boulder - Boulder, CO)international Business Certificate in Semester At Sea - 2008(University Of Virginia - International)