

# ROBERT SMITH

## Inside Sales Associate I

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Focused, dedicated, and highly motivated Inside Sales Associate with 12 plus years of experience and with a proven track record of success in sales across multiple lines of business. Skilled in building collaborative relationships with new and existing customers and executing strategies that generate quantifiable results. Proven experience in creating synergistic relationships with coworkers and supplier partners.

### **2013 - PRESENT**

#### **INSIDE SALES ASSOCIATE I - CONVEYORS INC**

- Responsible for sales to current customers and establish new customers which stretch across several industries.
- Only inside sales associate to exceed \$1,000,000 in sales for the fiscal year.
- Delivering superior sales presentations to customers by establishing specific objectives, maintain customer interest and providing product recommendations according to client needs.
- Ensuring prompt response to client inquires, quotes, calls and complaints via telecommunication, email, and client visits.
- Learning and utilizing several manufacturers specific quotation applications to complete sell of material handling equipment.
- Developing sales leads generated by company website and ensures timely follow up.
- Establishing and maintaining new and existing contracts with several different companies.

### **2006 - 2013**

#### **CORPORATE INSIDE SALES REPRESENTATIVE - MAYER ELECTRIC SUPPLY**

- Responsible for developing the maximum profitable sales of the company products in assigned territory.
- Out of 100+ inside sales associates, placed in the top 5, out of 25, who were nominated for the 2011 chairman circle of excellence.
- Conducted sales meetings, presentations, and coordinated communications to meet the product needs of clients.
- Arranged energy audits and delivered information covering features and benefits of company products.
- Attended and participated in conferences and corporate training events.
- Established and maintained relationships with current and prospective clients.
- Contacted customers via telephone cold calls, warm calls, emails, and occasional site visits.

## **EDUCATION**

BBA in Marketing - 2003(Georgia State University - Atlanta, GA )BBA in  
Management And Marketing - 2003(Georgia State University - Atlanta, GA )

## **SKILLS**

Sales, Management, Sales Management, Operations Management, Customer Service,  
Technical Support, Salesforce, Inside Sales