

ROBERT SMITH

Associate Inside Sales Supervisor

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Dedicated supervisor with more than six years of experience in sales/warehouse/military industries. Excels at time management, inventory, maintaining stock levels, leading teams in a fast paced high demand environment, and uses strong logistical and organizational skills to solve everyday operational problems.

CORE COMPETENCIES

Microsoft Office, Excel, Word, PowerPoint, Spreadsheet, HC1.

PROFESSIONAL EXPERIENCE

Associate Inside Sales Supervisor

ABC Corporation - December 2014 - 2020

Key Deliverables:

- Supervises, under direction of Branch Sales Manager, the Inside Sales team to ensure customer satisfaction, associate development, and the achievement of sales goals.
- Tracks expenses through basic budgetary analysis to ensure adherence to branch budgetary parameters.
- Visits, under close guidance from the Branch Sales Manager, customers to assess needs and establish rapport Trains branch associates on MSCs systems and sales techniques to enhance effectiveness of Inside Sales team efforts.
- Acts as the point of contact for all communication with the call centers and ensures any branch issues that would affect call center operations are properly resolved.
- Conducts, under close guidance of the Branch Sales Manager, regular branch meetings to address any open inside sales issues or opportunities.
- Acted as the company spokesman in do if yourself videos which were included in monthly.
- Assisted sales manager in weekly training to ensure staff is update to date with industry trends.

Inside Sales Supervisor

Delta Corporation - 2011 - 2014

Key Deliverables:

- Inside Sales Supervisor Inside Sales-Metalworking Specialist Full line industrial supply distributor.
- Direct supervisor for branch inside sales of 4 associates.
- Responsible for branch inventory, operation, reports and compliance.
- Main coordinator of communication between inside sales, outside sales, interim branch manager, corporate office, customers and vendors.

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- Managed a team of 4 direct reports Cross-trained and backed up other customer service managers.
- Responsible for weekly on time delivery reports for inside sales team, outside sales personnel & sales managers Provided quarterly training on "how .
- Supervisor of inside sales teams in Distribution and OEM/Transportation market segments.

EDUCATION

High School Diploma - (Quakertown Community Senior High School)

