Robert Smith

International Account Manager II

CONTACT DETAILS

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PERSONAL STATEMENT

Seasoned executive with in-depth understanding of emerging technologies and their commercial applications, as well as international business expertise.

WORK EXPERIENCE

International Account Manager II

ABC Corporation - October 2011 – November 2013

Responsibilities:

- Developed and implemented international strategic sales plans to reach sales goals.
- Identified and grew new and existing retailer base within international markets.
- Directed sales forecasting activities and set performance goals accordingly.
- Reviewed market analysis to create market-based SWOTs to help determine current opportunities and customer needs, price promotions, and discount rates.
- Advised retailers, distributors, and sales staff concerning international sales and advertising techniques in specific markets in the Southeast.
- Helped support and represent various retailers and companies at local grassroots events, tradeshows, etc.
- Traveled throughout the 9-state Southeast Territory to meet with prospects, current retailers, and local Account Managers to discuss international updates and sales training.

International Account Manager

Delta Corporation - 2008 – 2011

Responsibilities:

- Temporary Position Revenue Accounting Supervisor Michael Guidry.
- Managed the international export of containers for U.S.Gypsum, averaging 400+ TEUs a month.
- The bridged gap between steamship lines and customer to ensure better and more accurate deliveries.
- Managing the sales and relationship process for our suite of construction technology software.
- Involved in the daily use of CRM applications and proprietary cloud based Stack technologies.
- Tasked with on-boarding and providing technology and best practices training to construction executives, decision makers and senior staff.
- Active voice for company promotional and marketing videos.

Education

Accounting - 2004(California State University Sacramento - Sacramento, CA)

SKILLS

Microsoft Office Suite,
Adobe Creative Suite.

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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