Robert Smith

Asst. International Sales Manager

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SUMMARY

Accomplished business professional with solid and progressive experience in management, human resources, sales, law and marketing research.

SKILLS

English And Spanish, Strong Verbal.

WORK EXPERIENCE

Asst. International Sales Manager

ABC Corporation - March 2002 – December 2002

- Responsible for managing new business development and strategic planning to maximize growth and profitability.
- Managed and directed international sales, marketing, and business operations which involved the development and expansion of the international market.
- Established long-term strategic business goals to maximize growth and profitability and expand market penetration.
- Provided superior customer service to international distributors by effectively responding to requests, inquiries, suggestions, and concerns.
- Conscientiously researched market, identified prospects, contacted 50 cold leads per day, tracked results and effectively forecasted sales.
- Researched target market areas and developed and established a new clientele base for the company.
- Established and maintained long-term business relationships with distributors to maximize growth.

International Sales Manager

ABC Corporation - 2000 – 2002

- Initiated the launch of American pavilions at BeautyWorld Middle East Dubai 2013, 2014 and CreativeWorld Frankfurt 2013, 2014 events.
- Coordinated and managed marketing, exhibition space, and sponsorships, created exhibitor manuals and show guide directories.
- Increased by 50 percent participation of U.S.-based companies in BeautyWorld Middle East Dubai, receiving commendation of U.S.
- Ambassador to the United Arab Emirates Coordinated with U.S.
- Department of Commerce on export trade mission to introduce companies interested in entering Middle Eastern and European markets.
- Cultivated new business development, sales strategies, programs, and functions for trade show portfolios.
- Initiated business-to-business sales, business development activities, generated sales from leads, and developed and managed marketing activities and direct sales campaigns..

EDUCATION

Doctor of Jurisprudence - August 2012(Nashville School of Law)

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