ROBERT SMITH

International Sales Representative I

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

SUMMARY

International Sales Representative I with 12 plus years of experience is seeking a position related to my field of study and/or skills such as logistics, international business and affairs, technical support and international sales.

CORE COMPETENCIES

Territory Management & Expansion, Account Development & Growth, Ongoing Needs Assessment, Brand Management & Acquisition, Market Segmentation, Competitive Market Analysis, Consultative & Solution Selling, Exceeding Revenue Goals, Long & Complex Sales Cycles, Hard-Hitting Negotiations, Client Satisfaction & Retention, Public Relations & Promotions.

PROFESSIONAL EXPERIENCE

International Sales Representative I

Casanova International, LLC - June 2010 – Present

Key Deliverables:

- Responsible for analyzing prospective markets, representing the company, selling products (materials and equipment, primarily related to the electrical field), and developing the relationship with potential clients.
- Negotiating the pricing details with suppliers in order to secure business, while maximizing target profitability and margins.
- Maintain open communication with customers, allowing for more accurate profiling of potential business and increased sales.
- Attending the meetings, trade shows, and conferences to learn about new industry trends and make contacts with suppliers.
- Working with the department heads or staff to discuss topics such as budgets and contracts, marketing plans etc.
- Analyzing and structuring the sales forecasts specific to each international market.
- Managing and organizing the multiple export orders for packinghouses and international customers.

International Sales Representative

ABC Corp - 2003 – 2007

Key Deliverables:

- Developed sales opportunities via telephone, email and personal visits, within the academic libraries, public libraries, national libraries and government libraries in assigned territories, to sell web-delivered content.
- Sales included maintaining, renewing and upgrading existing accounts, as well as acquiring new accounts, and selling to Company directed targets.

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- Accurately maintained the reports and sales forecast pipeline.
- Accurately recorded the activity in the Company sales reporting system.
- Met & exceeded the new and renewal sales targets as defined by the Sales Manager and the compensation plan.
- Participated in team strategy meetings and team sales meetings.
- Traveled to and participated in trade shows and conferences as requested by Manager.

EDUCATION

Associate in Civil Engineering - 2007(Santa Maria University - Caracas, Venezuela)

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