

ROBERT SMITH

Sr. Internet Sales Director

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

SUMMARY

Dedicated, dependable and results-oriented professional with the exceptional ability to build rapport at all levels. Successfully accomplished in sales management, sales, account management, staff management and training, strategic planning, and client and customer relations.

CORE COMPETENCIES

Social Media Marketing, Sales Management, Online Sales And Marketing.

PROFESSIONAL EXPERIENCE

Sr. Internet Sales Director

ABC Corporation - May 2010 – June 2012

Key Deliverables:

- Responsible for overall operation and productivity of the Internet Departments.
- Managed all department goals and metrics based on key performance indicators.
- Hired, trained and managed Internet Department personnel.
- Oversaw all departmental processes, software and vendors; including websites and lead providers.
- Responsible for all Digital Marketing efforts, SEO/SEM/VSEO.
- Oversaw and manage all CRM, Email Marketing, and Social Media.
- Previous experience with various Dealership management software.

Internet Sales Director

Delta Corporation - 2007 – 2010

Key Deliverables:

- Managed the internet sales team for both new and used Responsible for department sales quotas, individual quotas, CSI Lead management, time to .
- Area Designed, built and implemented a large conversion van manufacturers e-commerce department, and sold factory-direct units to businesses and the.
- Supervised, trained, and mentored 10 sales representatives Responsible for opening and/or closing store according to company policy and procedure.
- Leads associates in the implementation of plan adjustments that are in response to daily and weekly sales results.
- Kept up to date on changes in pricing, leasing programs, different incentives, and campaigns.
- Managed and updated DFW Autofinder, Auto Trader, Cars.com, Car Guru, Craigslist, Dealer Centric, Dealer.com, Pre-Owned section of website, Autos .
- This is Dummy Description data, Replace with job description relevant to your current role.

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EDUCATION

- Diploma in Academic - 1976(Meade County High - Brandenburg, KY)