

ROBERT SMITH

Associate Internet Sales Director

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An experienced and knowledgeable Sales Manager, and Air Force Engineer, that has successfully managed areas of High-value Retail, Automotive Internet Sales, and Used Car Sales, and supervised military operations in customer service, command support, antiterrorism, and unit security.

AUGUST 2009 - MARCH 2010

ASSOCIATE INTERNET SALES DIRECTOR - ABC CORPORATION

- Created the dealerships Internet Sales Department from scratch.
- Handpicked and hired all internet sales representatives and developed a comprehensive training program for new sales associates.
- Developed a continuity plan and training program for future Internet Sales Managers for dealership.
- Supervised a sales force of 15 sales associates.
- Trained all incoming sales team members.
- Increased sales by 80% within the first 3 months as Internet Sales Director.
- Consistently hit and exceeded sales goals determined by the General Manager.

2007 - 2009

INTERNET SALES DIRECTOR - DELTA CORPORATION

- Responsible for training and coaching the Internet and Sales Floor Consultants Continuously going to training and seminars.
- Maintain Internet Presence - Maintain sales staff - Pricing of vehicles on line - Goal Setting - Maintain a close working relationship between.
- Established Internet Sales Team Responsible for new & used sales/ CSI Ensured 100% response & follow up Maintained inventory competitive pricing, .
- Implemented management process increasing employee satisfaction and decreasing turnover to <5% Responsible for monthly and annual .
- Increased internet sales from two million a year to five million a year over the course of my employment there.
- Managed 12 internet sales representatives in two island countries.
- Implemented training courses for new recruits.

EDUCATION

Bachelor of Arts in Finance - 2013(Ashford University - San Diego, CA)

SKILLS

Reynolds And Reynolds, Microsoft Office, Interim Work Information Management System, CBRN, SERE Instructor.