

# Robert Smith

## *Internet Sales Director/Consultant*

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **PERSONAL STATEMENT**

Self-motivated sales professional with a successful track record of consistently outperforming sales quotas. Strengths include self-discipline, persuasive communication and negotiating skills.

### **SKILLS**

Microsoft Office: Excel,  
Word, Power Point, Visio  
Microsoft.

### **WORK EXPERIENCE**

#### ***Internet Sales Director/Consultant***

**ABC Corporation - April 2008 - October 2008**

##### *Responsibilities:*

- Effectively merged three Internet Departments into one while also creating and implementing processes and procedures to run in an effective, organized manner.
- Responsible for implementing, updating, and maintaining information posted on the company website home page along with seven individual franchise websites.
- Responsible for maintaining appropriate information for franchises and customers.
- Responsible for making sure prospective internet customers are handled by the appropriate Internet Sales Consultant and are done so according to processes set in place.
- Managed information for internet customers, individually organized by franchise.
- Responsible for pricing vehicles both new and pre-owned specifically for internet customers according to Dunn Automotive Group and individual franchise standards.
- Responsible for following processes and procedures according Dunn Automotive Group Guidelines and individual franchise standards.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

#### ***Internet Sales Director***

**Delta Corporation - 2007 - 2008**

##### *Responsibilities:*

- Interacted with prospective lead through the internet and in person to sell a vehicle from start to finish.
- Negotiated where leads came from and worked within budget.
- Created templates to develop sales plans for internet sales.
- Recognized for top sales, highest gross while maintaining highest customer service level.
- Managed Team of Fifteen Internet Managers Oversee all Digital Marketing Campaigns Maintained Budget of 30k monthly Generated 40% Increase in Lead .
- Used car Assistant.
- Recruited to lead 3 sales staff in nurturing customer inquiries at the Nissan dealership of a regional auto seller, consistently achieving customer .

## Education

B.S in Business Management - (NORTHWOOD UNIVERSITY - Midland, MI)