ROBERT SMITH

Sr. Manufacturers Representative

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SUMMARY

Ability to adapt to a variety of situations while working with individuals with different skill sets and personalities. a professional who can deliver results using a combination of leadership, business experience, and analytical skills.

CORE COMPETENCIES

Extremally hard worker. Great tenacity and follow-up. Very Professional, excellent ability to develop excellent relationships with buyers.

PROFESSIONAL EXPERIENCE

Sr. Manufacturers Representative

Cargile, Klaczek, & Associates - 2012 – 2020

Key Deliverables:

- Worked heavy concentration of trade shows.
- Conducted product training classes (Home Depot, Menards, Benjamin Moore Stores, PPG/ICI Stores, Sherwin Williams Paint Stores, Ace Hardware Stores) Design promotions and volume "buys" to increase sales Increase overall exposure of a company in my territory Mediate Vendor-Customer squabbles - "Right The Ship" Ace, True Value, & Do It Best Spring & Fall Markets.
- Conducted product training for all store personnel at January boot camp.
- Performed two day Purdy brush & roller training presentations for all store personnel at Costellos Ace Hardware chain on Long Island, NY.
- Sold Gardner Gibson driveway sealer program to HOBO (HomeOwnersBargainOutlet).
- Responsible for entire Customer / Product life cycle.
- Established new customers and maintained relations with existing customers in the Southeastern 8 states serving industrial processing of rubber and.

Manufacturers Representative

Delta Corporation - 2002 – 2003

Key Deliverables:

- Larsen Sales, Inc Independent Representative for manufacturers of Truck and Trailer OEM and Aftermarket parts and accessories.
- Represented up to 13 different companies in the Utah, Idaho, Western Wyoming, and Western Montana sales territories.
- Some of my responsibilities include, account acquisition and retention, lead generation and qualification, territory management and customer support.
- for automotive accessory suppliers) Responsible for generating accessory sales to automotive OEMs, project management, technical support, marketing .
- Successfully sold and launched new accessory programs at several Asian automotive OEMs.

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- After sale support activities to include inventory control, build out issues, marketing.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- BBA in Marketing - (University of Notre Dame - Notre Dame, IN)

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