

# Robert Smith

## *Named Account Executive*

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

Over 10 years of managing complex sales cycles with a recognized track record as a top performer. Experienced working with business owners and key decision makers. A highly motivated hunter with a persistent nature to acquire and close new business as well as grow existing accounts.

### **SKILLS**

Proficient With Microsoft Office And Muliple CRM Tools.

### **WORK EXPERIENCE**

#### ***Named Account Executive***

**ABC Corporation - 2016 - 2019**

##### *Responsibilities:*

- Worked with existing customers to expand our market share through consultative sales approach.
- Built partner type relationships with new customers, by providing reliable and dependable solutions to their needs.
- Provided training to new and existing accounts, making sure they could maximize the use of their software and hardware.
- Rapidly developed and leveraged business relationships to differentiate from over 15 local competitors selling identical product lines.
- Developed strategic initiatives targeted at specific accounts that demonstrate NICE's extensive capabilities as an advanced solution provider and the leader in the Contact Center as a Service industry.
- Mastered a deep understanding of the customer, including an understanding of the performance metrics and develop plans that position NICE capabilities in anticipation of customer's business strategies and goals.
- Developed and executed a creative prospecting plan leveraging your own skills as well as engaging the extended team to drive top of funnel pipeline.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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

#### ***Named Account Executive***

**Delta Corporation - 2000 - 2015**

##### *Responsibilities:*

- Named Account Manager, Proofpoint, Inc., 2/13 - 1/15 Covered Northern California closing accounts like PG&E, Adventist Health and NuSkin Enterprises .
- Graves Mill Rd, Forest, VA 24551 To Position Named Account Executive Present Duties Direct Sales and marketing of technology services and print/.
- Worked with client companies to grow and exceed their initiatives through the procurement process.
- Streamlined the process to help maintain the overall bottom-line and provide uplift on productivity.
- Responsible to help with overall workflow of documents, focusing 95% of time to complete cold calls in territory Built local office in Spokane, .
- Work from home office, until business grow enough to hire team Hired 8

Sales Agents/ 2 Techs Managed Dealer locations.

- Houston, Texas) April 2013-August 2013 Named Account Executive  
Consistently met or exceeded monthly sales objectives.

## **Education**

Bachelors in Business Administration - (Towson University - Towson, MD)