ROBERT SMITH

National Account Sales Manager I

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SUMMARY

A proven sales and marketing leader with nearly two decades of experience and a proven track record of meeting and exceeding sales targets on time and under budgets with satisfied customers (references avail). Extensive results delivering end-user, B2B and retail targets, utilizing strategic development with a consultative sales approach with a homesteading process.

CORE COMPETENCIES

Sales, Business Development, Leadership Development, Customer Service.

PROFESSIONAL EXPERIENCE

National Account Sales Manager I

ABC Corporation - 2000 – 2006

Key Deliverables:

- Grew salad dressing share to 22%, double the national share average, through superior execution of merchandising, assortment, pricing and shelving.
- Developed and promoted two sales analysts and two administrative assistants to greater responsibilities within the organization.
- Responsible for selling Empowers comprehensive HCM suite of products and services to include payroll and payroll tax outsourcing, workforce management and human capital management solutions in a multistate territory Illinois, Michigan and Wisconsin.
- Built a $1.8M pipeline in the first 31/2 months and secured 2-new clients (with 600 and 7K employees) totaling $492K in revenue reaching 82% of my $600K annual quota.
- Generated and quarterbacked 3-4 net new weekly sales appointments with a collaborative team of solutions architects and operations SMEs to understand customer requirements to effectively promote the sales of products.
- Participated in weekly large deal reviews with CEO and VP of Marketing and Sales.
- Attended trade shows and led seminars to promote products and learn of industry developments.

National Account Sales Manager

Delta Corporation - 2001 – 2011

Key Deliverables:

- Highly proficient with updating and maintaining CRM systems to document all activities, forecasts and KPI data.
- Over 8-years of experience with Salesforce.com.

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- Tampa, FL 2000 - 2001 Deliver world-class products, including voice, data, and video to consumers, small businesses, and global corporations; 40,000+ employees.
- National Account Sales Manager Market products on national level focusing on Fortune 1,000 companies in the Florida market.
- Maintain 30 accounts, generating $3M in annual revenues.
- Recruit, train, and evaluate 7 sales and support staff.
- Accountable for key account acquisition and maintenance.

EDUCATION

Bachelor of Science in Business Administration - (CLEVELAND STATE UNIVERSITY - Cleveland, OH)

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