

# ROBERT SMITH

## National Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

### SUMMARY

20 Years of Industrial and Commercial Sales and Operations Management Expertise Dynamic and innovative industrial sales and account management professional with extensive experience in growing/managing territories and marketing products to manufacturing facilities, senior management teams, and corporate office settings.

### CORE COMPETENCIES

Technical Support-CLEC'S, NOC's-across Various Telecom Infrastructures., TCP/IP, VoIP, Codecs,SIP,DHCP,NAT,MPLS And MGCP Network Protocols, Structured Cabling Service Delivery Methods-designs-Fiber, Copper, Coxial, Microsoft Suites.

### PROFESSIONAL EXPERIENCE

#### National Manager

**ABC Corporation - March 2008 – June 2020**

##### Key Deliverables:

- Managed the operational aspects of a nationwide distribution system.
- Negotiated national contracts with multiple suppliers.
- Doubled sales dollars and gross margin within 18 months.
- Tripled the net margin percent by managing the incoming product lines and reducing the turn time for each product.
- Developed and implemented strategy for sales representatives to effectively sell a concept.
- Doubled the commission dollars paid to sales representatives through increased motivation and national contracts.
- Met routinely with VP level suppliers and customers in a corporate setting.

#### National Manager

**Delta Corporation - 2004 – 2008**

##### Key Deliverables:

- Ran the team that got the call when senior leadership at Burson-Marsteller did not know what to say.
- Identified weaknesses and opportunities, and presented strategic recommendations to senior management at firms such as AstraZeneca and for the (then) .
- Designed outgoing promotional programs for prospects which resulted in the President of company implementing my campaign to be used by entire sales .
- Increased Garden Center sales 152% to ACE, True Value, Do-It-Best and Independent Garden Centers.
- Developed strong relationship with AAFES / NEXCOM installing and maintaining garden center structures at their BX/PX Exchanges.
- Introduced new product for distribution through the Co-ops of ACE, True Value, Do-It-Best and also through select Independent Garden Centers.

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- Kabul, Afghanistan Managed overall operations required for successful implementation of \$15 million community policing project including .

## EDUCATION

- Bachelor Of Arts