

ROBERT SMITH

Outside Account Executive

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

SUMMARY

A passionate, results-oriented technology sales leader with a twenty year track record of consistent over-achievement in wireless, hardware, financial, and applications sales. Adept at relationship building and earning the trust of the C-level suite, senior management, line of business leaders and key decision makers. Proven ability to align company's solutions with customer's business objectives and create a strategic partnership. A motivated, driven, top performer with an unrelenting focus on bringing opportunities to closure.

CORE COMPETENCIES

Outside Business To Business Sales, Inside Sales And Customer Service.

PROFESSIONAL EXPERIENCE

Outside Account Executive

ABC Corporation - November 2011 – 2012

Key Deliverables:

- Developed and built trusting relationships with brokers in the surrounding Tri-State area.
- Worked meticulously with the brokers to help structure financial solutions within the companys guidelines that were beneficial to both the customer and the company.
- Worked closely with Atlantic Pacifics Account Team to help expedite the closing and funding process.
- Quickly established excellent, trusting relationships with over 35 new brokers in the surrounding Tri-State area through aggressive prospecting and cold calling efforts.
- Currently have over \$8 million in the existing pipeline.
- Consistently funding between \$3 million - \$5 million per month.
- Managed and executed outside business-to-business sales in an assigned geographical area in the multifunctional copier industry.

Outside Account Executive

Delta Corporation - 2009 – 2011

Key Deliverables:

- Developed and built trusting relationships with brokers in the surrounding Philadelphia, Allentown areas.
- Worked meticulously with the brokers to help structure financial solutions within the companys guidelines that were beneficial to both the customer and the company.

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- Worked closely with Fremonts Account Team to help expedite the closing and funding process.
- Completed extensive three month training program covering all facets of the wholesale business.
- Quickly established excellent, trusting relationships with over 50 new brokers in the surrounding Philadelphia, Allentown area through aggressive prospecting and cold calling efforts.
- Consistently ranked in top 10% of all Account Executives in production.
- Trained mortgage brokers how to approach, implement and offer my companys products to their prospective client base.

EDUCATION

A.A.S. In Business

