ROBERT SMITH

Outside Account Manager

E-mail: info@qwikresumc.com **Phone:** (0123)-456-789

SUMMARY

Energetic, disciplined, and dedicated Outside Account Manager with proficient coding skills. A self-motivated professional with strong communication, organization, and collaboration abilities. Keen attention to detail and upholds extraordinary quality standards with professionalism and enthusiasm.

SKILLS

Microsoft Office, Fluent In English And Spanish.

WORK EXPERIENCE

Outside Account Manager

ABC Corporation - December 2012 – August 2015

- Called on Electrical/OEM/Lighting Distributors throughout Central Florida.
- Represented and managed over 30 Manufacturer Product Lines.
- Grew territory from $7.3 million to $9.6 million in 24 months.
- Coordinated all Counter Days/Lunch & Learns with an emphasis on new/vitality products.
- Conducted joint-sales calls with distributor outside reps.
- Established relationships with key electrical contractors.
- Worked directly with manufacturer reps during visits, coordinating meetings with key contacts.

Outside Account Manager

Delta Corporation - 2010 – 2012

- Effectively managed a 5 million dollar sales territory in Central Florida.
- Called on restaurant/bars selling a portfolio of over 100 different beer brands.
- Independently managed over 90 accounts, including existing and new business.
- Increased revenue goals by 12% over the previous year.
- Coordinated all promotions and events within given territory.
- Trained new account managers upon hiring.
- Performed draft classes and trained customers on product knowledge.

SCHOLASTICS

- Bachelor of Science

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