

ROBERT SMITH

Outside Sales Account Manager

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

SUMMARY

A dynamic professional with a multifaceted background. Established a reputation for identifying and resolving customer needs in a friendly, professional manner. Successful history of exceeding quotas, closing sales, and winning customer loyalty. Strong telephone and in-person sales presence; Reputation for displaying integrity and professionalism.

CORE COMPETENCIES

Detail-Oriented, Well Organized, AutoCAD, and 20/20 Blueprints.

PROFESSIONAL EXPERIENCE

Outside Sales Account Manager ABC Corporation - January 2004 – April 2008

Key Deliverables:

- Marketed and sold a wide array of electrical supplies and related products to commercial, industrial and residential clients.
- Acquired over 50 new accounts in 2004 2005 2006 and 2007 via cold calling efforts.
- Responsible for targeting new account acquisition.
- Worked independently to prospect for clients.
- Used methods such as cold calling, networking, and referrals to gain appointments.
- Responsible for development and maintenance of customer base through on-site visits, project quotations, and day to day operations.
- Worked closely with contractor customers on projects.

Outside Sales Account Manager Delta Corporation - 1999 – 2004

Key Deliverables:

- Recruited to initiate a voice/data communications division in the city branch, an electrical distributor.
- Responsible for development and maintenance of customer base through on-site visits, project quotations, and day to day operations.
- Worked closely with contractor customers on projects.
- Outside Sales Representative for an industrial equipment rental company that provided turnaround services, fall protection, gas.
- Making calls to plants and contractors, whether cold calling to acquire new accounts or maintaining established.
- Calling on distributors in the oil and gas industry.
- Cold calling and maintaining established accounts.

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EDUCATION

B.A. in Business Management - (Stonehill College - Easton, MA)

