

ROBERT SMITH

Outside Sales Consultant II

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

SUMMARY

Considered Outside Sales Consultant II with 17 years of experience in the Marketing domain, retail, and business to business sales. I have successfully managed multiple retail stores and earned sales and profit improvements ranging from 6-41%. Proven ability to assess client needs; establish rapport, build trust, close sales, and provide superior customer service.

CORE COMPETENCIES

Account And Territory Management, Customer Satisfaction, Revenue And Profit Maximization, Budget Forecasting, Sales, Pipeline Management, Critical And Creative Thinking, Marketing Strategy, Highly Organized, Corporate Budgeting, Effective Negotiator.

PROFESSIONAL EXPERIENCE

Outside Sales Consultant II

Vivial Media LLC - June 2004 – August 2017

Key Deliverables:

- Aggressively prospect developed and closed accounts using internal and external sources.
- Worked directly with businesses to discuss and understand their needs then developed customized advertising solutions to drive leads to their business.
- Utilized technology to engage clients to develop advertising campaigns.
- Assisted the clients in understanding advertising changes and trends ranging from traditional print to cutting-edge digital solutions, including responsive design websites, search engine marketing, search engine optimization, social media marketing and complete digital portfolio of products.
- Presented the marketing plans to small business owners and to corporate executive management.
- Grew existing book of business while developing and obtaining long-term relationships.
- Demonstrated the ability to thrive in a fast past challenging environment.

Regional Marketing Manager

Boston National Settlement Services - March 2000 – June 2004

Key Deliverables:

- Led sales forecasting, market trend evaluation, and segment strategies.
- Setup and maintained account management and reporting tools and processes.
- Led cross-functional teams to create impactful messaging, demand-generation programs and sales tools.
- Uncovered and qualified prospects and sales opportunities in targeted markets using.
- Achieved triple-digit year-over-year growth in territory business base accounts.
- Networked and interacted with local, national associations to optimize industry connections.

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- Relentless persistence and individually driven to work in a highly competitive market where success is the only option.

EDUCATION

- Business Administration - 1999(East Carolina University - Greenville, NC)