Robert Smith

Associate Outside Sales Manager

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SUMMARY

A business development professional is successful at acquiring, expanding and managing key corporate accounts. A tactical business leader who facilitates sales, marketing, and business enterprises to support corporate objectives.

SKILLS

Microsoft Office, Excel Spreadsheets, Outlook Office, Sales Negotiation, People Person.

WORK EXPERIENCE

Associate Outside Sales Manager

ABC Corporation - February 2012 – March 2013

- Increased monthly sales by 80% by implementing strategies to develop and expand existing customer base.
- Generated new accounts by implementing effective networking and content marketing strategies.
- Managed budget forecasting, goal setting and performance reporting for all accounts.
- Delivered performance updates, quarterly business reviews, and planning meetings.
- Negotiated rates to cut costs and benefit corporate partnerships.
- Contacted new and existing customers to discuss how specific products could meet their needs.
- Cultivated relationships with key players in various industries to create ongoing and mutually beneficial referral systems.

Outside Sales Manager

B&F Fastener Supply - 2010 – 2012

- Responsible for 5 outside sales reps and a territory encompassing Central MN and WI.
- Contributing $7+ million in revenue.
- On target for double-digit growth as a team.
- Outside Sales Worked a territory in N Saint Paul through Turtle Lake WI.
- Exceeded targets and matrix from day one.
- Finished at 120% to 130% to plan Consistently above 100%.
- Closed VMI contact bringing in nearly $185,000 in new revenue.

EDUCATION

Diploma

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