

Personal Sales Representative

ROBERT SMITH

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Objective

A dynamic, customer-focused Personal Sales Representative professional with experience in diverse customer service positions, including office management and a successful business as a personal sales representative for a large peer-to-peer dermatology line. I started a grass-roots local nonprofit that has grown into a leading rescue organisation for homeless dogs that coordinates over 60 volunteers and approximately 200 dogs each year.

Skills

Digital Advertising, Print Advertising, Google Certified, Social Media, Project Manager.

Work Experience

Personal Sales Representative

ABC Corporation - 2012 - 2014

- Built and developed client relationships within local communities to promote Liberty Mutual products including Auto, Home, Life Insurance and Annuities.
- Awarded for exceeding 24% market penetration of new employer group account.
- Prepared weekly, monthly, and quarterly performance reports for senior management.
- Managed and grown existing accounts and develop new business within Uline territories.
- Provided effective solutions for customers, including recommendations from our catalog of 40,000 quality products, as well as incentives.
- Delivered strong customer service supported by our Call Center and Administrative teams.
- Developed sales acumen in preparation to advance to Account Manager.

Personal Sales Representative

Delta Corporation - 2010 - 2010

- Sell Avon on the run! I am in charge of my own business, and am slowly making it work and go places.
- Make my own flyers and am constantly working on finding new clients so my customer service skills are consistently being employed and sharpened.
- Enjoy helping people and showing them new things to better their lives.
- In addition to the above tasks I also have learned clerical skills of planning, organizing, scheduling and shipping.
- Group accounts and personal insurance-sales-auto, home, and life insurance products Licensed P&C and Life agent in North Carolina Merger BTI and ITC .
- Consistently top 5% sales producer (out of 200+ in region) - Establish long-term, trusted relationships with customers - Predict customer product .
- Also make group presentations to decision makers in Affinity organizations.

Education

Bachelor Of Arts In English