

ROBERT SMITH

Inside Sales - Regional Account Executive

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SUMMARY

Ambitious, personable, passionate, results driven and highly motivated professional account manager, educator and business developer with 10+ years of experience that encompasses teaching, training, process improvement, long-term professional relationships, project management and implementation, B2B sales, lead generation, contract negotiation, leadership and client satisfaction. Positive self-starter with a reputation for being driven, loyal, hardworking and reliable.

CORE COMPETENCIES

Automotive sales.

PROFESSIONAL EXPERIENCE

Inside Sales - Regional Account Executive

ABC Corporation - 2010 – 2011

Key Deliverables:

- Planned and maintained a sales pipeline through warm leads, cold calls, joint calls, bank visits, client referrals and regular luncheons.
- Participated in a variety of networking events including BNI, Young Professionals Association and Chamber Events.
- Conducted frequent business reviews to discover opportunities for process optimization to increase bank revenue.
- Prepared and presented all products, pricing and information in a planned out professional manner to potential clients.
- Conducted regular research on industry trends and standards for continuing success, customer benefit and increased profitability.
- Participated in additional trainings to heighten my sales, account management and project development performance.
- Developed goals and action plans for personal and professional growth.

Regional Account Executive

ABC Corporation - 2006 – 2010

Key Deliverables:

- GA Recruited to develop new business within the Recreational Vehicles, Marine, Manufactured Housing and Trailer industries in Southeast U.S.
- Promoted and relocated to a National role leading National Vendor relations with U.S. manufacturers with emphasis on strategic alliances.
- Led 10-member sales team.
- Formulated market strategy and developed a public relations effort from scratch, leading to a 100% growth of outstanding loan receivables within 2 years.

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- Revised sales team bonus plan structure which increased productivity by 50% and increased portfolio ROE by 15%.
- Exceeded volume plan by 33% in 2004, 11% in 2003 and 25% in 2002..

EDUCATION

- Bachelor of Science in Elementary Education and Kindergarten Endorsement - (University of Evansville)