

ROBERT SMITH

Regional Account Executive I

E-mail: info@qwikresumc.com

Phone: (0123)-456-789

SUMMARY

Result-oriented professional with over eight years of Sales, Merchandising and Marketing experience. Strong track record of developing market strategies and relationships with vendors to drive revenue and growth. Driven and ambitious individual with strong work ethic. Looking to utilize my solid business and operational acumen to attain positive results in a challenging work environment.

SKILLS

Office, Salesforce.

WORK EXPERIENCE

Regional Account Executive I

GALLAGER PROMOTIONAL FIRM - April 2012 – 2019

- Worked with automotive dealerships in managing the development, promotion, and implementation directly related to innovative sales and marketing campaigns.
- Daily sales cycle includes generating on-going referrals, cold calling, appointment setting, needs analysis, development and presentation of appropriate dealer supplies/promotional products.
- Research analysis, proposals, presentations, and report findings in order to improve client relations.
- Maintain a regular presence in their dealerships, anticipating their needs, managing their inventory and insuring that the value I bring is indispensable.
- Led and motivated the store team to increase sales and ensure efficiency.
- Managed the stores stock levels - made key decisions about stock level and stock control.
- Analyzed sales figures - Utilized IT, information technology, to record sales figures, for data analysis and forward planning.

Regional Account Executive

Rand Worldwide - 2010 – 2012

- Drive sales of Autodesk software, solutions and services while meeting and/or exceeding co. revenue goals.
- Solutions sells professional.
- Act as a brand ambassador always seizing opportunities to increase IMAGINiTs visibility in the marketplace.
- Develop a pipeline of opportunities through a combination of cold calling, email campaigns and market sector knowledge/intelligence.
- Management of sales cycle - beginning to end Engage with prospects in order to position IMAGINiTs solutions through strategic value based selling, business case definition, ROI analysis and references.
- Consistently utilize CRM tools to track activity and forecast business..

SCHOLASTICS

- BA in BUSINESS MANAGEMENT - (UNIVERSITY OF NORTH FLORIDA - Jacksonville, FL)