

ROBERT SMITH

Regional Account Executive II

info@qwikresume.com | [LinkedIn Profile](#) | [Qwikresume.com](#)

Obtain a suitable opportunity with a reputable company that is challenging and utilizes my strong sales, marketing and management skills to achieve organizational goals.

EXPERIENCE

Regional Account Executive II

ABC Corporation - 2011 - 2012

- Consulted and recommend customized solutions to help clients reduce expenses and increase profit margins.
- Prepared proposals to new prospective clients.
- Recommended billing adjustments, claims settlements or other action with clients.
- Implemented sales plans to achieve quota objectives in account retention, increase in current clients volume and product line usage, and development of new clients.
- Monitored performance to resolve service issues inconsistent with operational and administrative policies and procedures, and provide timely response to clients.
- Maintained a Personal Sales Program including territory/time management, call planning, prospect targeting, current account development, and accurate, timely documentation.
- Maintained a working knowledge of competitive factors and market conditions, and reports.

Regional Account Executive

ABC Corporation - 2007 - 2011

- Regional Account Executive Develop and execute a detailed business plan to manage and grow revenue opportunities from within the book of business (85 accounts with annual revenues of \$1,125,000) and new prospects within my market areas.
- Meet monthly and yearly revenue objectives/quotas.
- Understand the value of CoStars commercial real estate information products and pricing as well as competitive offerings and articulate CoStars benefits in a manner meaningful to the customer.
- Sell the value of CoStar commercial real estate products to prospects by articulating how our solutions meet their needs and improve the business process.
- This is accomplished through cold calling to secure first appointments, consultative selling, and group presentation.
- Deliver high customer satisfaction and maintain high client retention through client visits, trainings, and proper on boarding of new

customers.

- Manage a sales pipeline and monthly sales forecast as well as activity tracking within CoStars proprietary CRM application..

EDUCATION

- B.S in Business Management - (WAYNESBURG UNIVERSITY - Waynesburg, PA)

SKILLS

Results Oriented.