

Robert Smith

Regional Account Executive III

CONTACT DETAILS

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Alabama
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PERSONAL STATEMENT

Seeking a position, for Radiology, that will effectively utilize my acquired expertise, creative talents and commitment towards the work to make the organization grow and establish them in the market. Looking forward to grow with the company by using my talents, leadership qualities and business development skills.

SKILLS

B2BSales, Marketing,
Account management,
Computer skills.

WORK EXPERIENCE

Regional Account Executive III

ABC Corporation - 2007 - 2013

Responsibilities:

- Prospected potential clients and identified new partnership opportunities for leading SaaS and direct marketing retail bank solution.
- Created and evolved product and solution pitches.
- Maintained and worked an active list of market client prospects.
- Identified complex solutions in order to win business in new and existing markets.
- Developed and communicated value propositions and key areas of differentiation, including quantifiable customer engagement solutions, case studies and client facing sales materials.
- Facilitated the communication and activities between clients and internal departments to win strategic deals.
- Identified best practices to drive sales productivity, revenue and profit maximization.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

Regional Account Executive

ABC Corporation - 2002 - 2007

Responsibilities:

- Directly responsible for fourteen million dollars in annual sales volume including the supervision of fifteen Dillards and two Saks Fifth Avenue accounts with a total of one hundred twenty Selling Specialists and seventeen Selling Managers.
- Executive responsibilities included managing the execution of annual sales plans, market share, and demonstration objectives.
- Executing all elements of the demonstration process to include promotional spending.
- Manage all store personnel on the store selling teams, drive retail sales at the store level, communicate and execute all merchandising programs to all account level personnel, follow through and evaluate all in-store events to drive individual brand.
- Worked closely with the Operations Managers and buying office personnel to ensure stock levels are accurate and maintained.
- Provided formal review of job performance to all employees.
- Reported directly to the Regional Marketing Director..

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Education

BA in International Business and World Language - (UNIVERSITY OF
TN - Knoxville, TN)