

# ROBERT SMITH

## Regional Account Executive/Supervisor

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Sales professional with the proven ability to become a clients trusted advisor. A value-selling specialist, skill set includes closing business by presenting solutions to C-Level executives, selling technical/ cloud based solutions, growing revenue via new customer wins, and expanding business within customer base.

### **AUGUST 2014 - MARCH 2015**

#### **REGIONAL ACCOUNT EXECUTIVE/SUPERVISOR - ABC CORPORATION**

- Responsible for consulting small to medium businesses on their payment acceptance needs.
- Educated merchant and bank relationships on industry standards and changes.
- Maintained a detailed knowledge of payment acceptance costs and communicated that to business owners.
- Created detailed spreadsheets with financial cost analysis to model a savings plan for business owners.
- Trained and supported bank relationships that helped establish strong business leads.
- Increased revenues by selling value added products to business owners.
- Sent out weekly communication to bank partners to help increase business referrals.

### **2011 - 2014**

#### **REGIONAL ACCOUNT EXECUTIVE - ABC CORPORATION**

- 9/2006 to 7/2010 Winshuttle software helps SAP users across the globe interact with SAP from Excel and other applications without programming.
- Winshuttle tools save the customer time and money by automating a wide range of business processes.
- Regional Account Executive Successfully developed territory in Eastern Region of the US through target identification, outbound sales calls from sales database and networking for referrals.
- Qualified prospective customers through needs assessment, presented solutions either by web or in person.
- Prepared proposals and negotiated contracts, and coordinated deployment with internal resources.
- Initial monthly sales ranged from \$10-25K per month.
- 107% of 2007 Sales Goal \$750,000 105% of 2008 Sales Goal - \$1,000,000 104% of 2009 Sales Goal - \$1,250,000 New Account Acquisitions Johnson and Johnson, Hallmark, UnderArmour, Ann Taylor, Bose..

## **EDUCATION**

A.S. in General Studies - 2015(Calhoun Community College - Decatur, AL)

## **SKILLS**

Python Programming Language, C++, HTML, Microsoft Office, Salesforce.Com.