

Robert Smith

Regional Account Executive/Sales Executive

CONTACT DETAILS

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PERSONAL STATEMENT

A challenging and rewarding sales position requiring skills and knowledge of business sales, client development, and territory management.

WORK EXPERIENCE

Regional Account Executive/Sales Executive G/O Digital, A Gannett Company - March 2015 - 2019

Responsibilities:

- Provide digital advertising solutions to new and existing businesses.
- Create new opportunities and records for immediate and future potential sales.
- Discovered and researched potential new clients Building relationships with various levels of decision makers from owners to gatekeepers.
- Run digital needs analysis to learn more about clients current needs.
- Professionally present findings to secure the sale.
- Following up with clients thru the onboarding process Maintaining solid relationships with clients securing customer retention and satisfaction.
- Utilizing a CRM system to effectively manage accounts and forecast sales activities - Salesforce.

Regional Account Executive ABC Corporation - 2013 - 2015

Responsibilities:

- 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

finance and accounting - 1994(UW - Whitewater, WI)

SKILLS

Microsoft Office,
Salesforce CRM, CRM,
Sales Management.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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