

Robert Smith

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Lead Regional Account Executive

SUMMARY

To acquire a permanent position with a company that will allow me to Grow and develop my existing skill set. Also, utilizing my skills obtained throughout my Financial Service's experience. To work for an Organization that stands apart from others and takes pride in doing what's right internally and externally.

SKILLS

Proficient Microsoft Office, Word, PowerPoint, Excel and Outlook.

WORK EXPERIENCE

Lead Regional Account Executive

ABC Corporation - July 2012 - August 2014

- Provided merchant services to business clients from middle and east Tennessee to northwest Georgia; partnered closely with Treasury Management Department to obtain new clients.
- Cultivated relationship between Elavon and newly partnered bank.
- Implemented, wrote and distributed monthly newsletter to clients sharing topics like industry news.
- Administered thorough training to all bank management and employees.
- Maintained pipeline of accounts with bank and third party partners.
- Communicated, executed and tracked sales campaigns.
- Territory management involving extensive and frequent travel.

Regional Account Executive

ABC Corporation - 2007 - 2012

- Prospect, develop, sell, and roll-out Regional and National Accounts.
- Primary goal is to acquire new business by cold-calling, as well as participating in Request for Quotes (RFQ) and e-auctions.
- Demonstrated success with large, multi-location accounts requiring customized program solutions.
- Accomplished at key negotiations to establish long-term partnerships with new clients.
- Collaborate with all levels of Operations and Sales Management and assist in training and development of local Account Executives.
- Geographical territory includes Indiana and Michigan.
- Achieved 213% of 2014 quota.

EDUCATION

B.A. in Marketing - September 2008(Middle Tennessee State University)