Robert Smith

Residential Sales Representative I

CONTACT DETAILS

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PERSONAL STATEMENT

Seasoned sales and marketing professional with 10 years of experience as a Residential Sales Representative. Quota-surpassing with a history of exceeding employer expectations across diverse product and service offerings. Persuasive communicator, overcome objections, builds relationships and identifies sales opportunities through self-generating opportunities. interpersonal skills and ability to work in a fast-paced environment. Skills include: Lead Qualification & Generation

WORK EXPERIENCE

Residential Sales Representative I

Certapro Painters - 2015 – 2016

Responsibilities:

- Demonstrated products and services to instruct clients regarding the benefits of the product.
- Assisted customers with selecting a product or service to best fit their needs.
- Created detailed proposals and sales reports to submit to the management team in a timely manner.
- Consistently achieved or exceeded sales targets and deadlines to achieve organizational goals and maximize profit growth.
- Achieved 2 highest booked sales for a first-year representative in the southeast region.
- Recognized with high survey scores for exemplifying world-class customer satisfaction.
- Manager of 10 sales representatives of small business security solutions. Provided training and sales guidance for all small business sales in Central Virginia and Shenandoah Valley.

Sales Coordinator

Forged Fitness - 2006 – 2015

Responsibilities:

- Developed training programs, run fitness, and personal training classes to assist members with achieving their weight loss and fitness goals.
- Established specialized training for young athletes to combine fun with high-performance exercise.
- Provided nutritional advice and consultation relative to proper nutrition and diets.
- Organized and maintained a demanding daily work schedule and collaborated with other trainers to instruct classes.
- Earlier professional experience fundraiser, autism society of North Carolina, event sponsor coordinator, world combat.
- Federation, board member, Mariposa school for autism, Spanish teacher/pe health instructor/sports coach, Carroll.
- Middle school, and Spanish, French teacher/sports coach, Newberry high school.

SKILLS

Effective Negotiations, New Business Development, Marketing Strategies, Campaigns, Direct Marketing, Presentations, Contract Development, Fundraising Strategies, Public Relations, Customer Support, And Social Media Marketing.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

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Education

Master Of Education in Spanish / English - (University Of Florida - Gainesville, FL)Bachelor Of Language Arts in Spanish - (University Of Florida - Gainesville, FL)

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