ROBERT SMITH

Retail Business Development

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Possessing key functional expertise across sales, trade management, and category management. Working in regular collaboration with the wider Land OLakes sales, marketing, finance, consumer insights, and operations teams to build strong working relationships and efficiency across the organization.

EXPERIENCE

Retail Business Development

ABC Corporation - AUGUST 2013 – SEPTEMBER 2014

- Traveled within the regions of District of Columbia, Maryland, and Virginia to various festivals, carnivals, concerts, etc.
- Promoted and produced high volumes of the future of electronic charging devices.
- Transferred from the event operation to the retail operation.
- Got promoted to Area Sales Manager for Duracell PowerMat.
- Got transferred to the Vonage Retail Operation as a Sales Representative Became Virginia Norths Manager for the Vonage Operation.
- Generated employment marketing strategies to attract job seekers by utilizing various job boards, social media, executive searches.
- Tracked and reported key metrics designed to measure, record, and predict staffing activity.

Retail Business Development

Delta Corporation - 2010 – 2013

- Corporate Recruiter (National Vonage Project) & (Sprint Project) Called an average of 100 applicants per day while screening resumes and using.
- Use social and professional networking sites to identify and source candidates.
- Effectively presented the products and services we provided to clients while conducting presentations and educating potential customers about ours.
- Sales Associate Helped promote and sell DirecTV providing quality customer service.
- Responsible for several locations in the Atlanta market.
- Exceeded weekly sales goals.
- Territory Leader Responsible for hiring and recruiting Training new employees Maintaining daily goals Scheduling and staffing open locations.

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EDUCATION

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SKILLS

Photography, Editing, Adobe Friendly, Marketing/Promoting, Microsoft Word, Excel, PowerPoint, Graphic Design.