# ROBERT SMITH

## Retail Business Development

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

### SUMMARY

Management and market development experienced, with success meeting new clients and developing new markets. Comprehensive background includes sales management, training, interviewing, customer service, product presentations, consistently exceeding goals and objectives. Requires minimal supervision; takes ownership of responsibilities and is continuously focused on the highest level of performance. Resourceful and creative; will go the extra mile to get the job done.

### CORE COMPETENCIES

Microsoft Office, Lexusnexus, Accurint, FACS Dept Of Education, Auto Dialer.

### PROFESSIONAL EXPERIENCE

#### Retail Business Development

**Vonage - 2013 – 2021**

**Key Deliverables:**

- Hired, recruited, and trained all territory sales team which includes sales representatives, leads as well as other territory managers.
- Conducted one on one sales training with all employees while demonstrating and performing (hands-on) selling with customers to better understand proper sales techniques and qualifying customers based on their individual needs.
- Controlled all inventory and expense responsibilities for all sales associates and other territory managers, while other responsibilities also included HR and counseling for any issues.
- Presented multi-day seminars to educate my territory sales team while helping each employee in their personal sales growth and to help improve their overall productivity.
- Promoted to Area Sales Manager and Oversaw and managed other territory managers which include over 50 employees in the state of North Carolina in my district.
- Maintained a technical working knowledge of products or products supported by the department.
- Developed and executed strategic plans to achieve/exceed sales targets and to expand the company’s customer base through new and expanded distribution opportunities.

#### Retail Business Development

**Delta Corporation - 2012 – 2013**

**Key Deliverables:**

- Represent and sell Sprint prepaid carriers; Boost mobile, Virgin Mobile, Paylo, Sprint prepaid.


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- Other duties included training and recruiting new reps, running a market consisting of 20-30 sales reps, and keeping track of inventory and shortage.
- Sales Representative Studied to become knowledgeable of all products and services Vonage provided Informed customers about products and services.
- Approached potential customers, through conversation, I was able to offer them our services and explain how I could.
- Set up online accounts, inventory, and train/coach new reps.
- Sales Associate Actively conducted sales outreach and consistently surpassed weekly goal Worked efficiently with little supervision.
- Sales Representative for Clear.

## EDUCATION

Business Administration


2259 Oak Street, Old Forge, New York, 13420


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