

Robert Smith

Route Sales Manager/Analyst

Phone (123) 456 78 99

Email: info@qwikresume.com

Website : www.qwikresume.com

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

SUMMARY

Contribute to the success of an organization that can use a versatile and knowledgeable professional who offers highly refined skills in sales and customer service.

SKILLS

Microsoft Office, Excel.

WORK EXPERIENCE

Route Sales Manager/Analyst

ABC Corporation - February 2000 - October 2009

- Developed and implemented product marketing strategies including advertising campaigns and sales promotions.
- Reviewed financial statements, sales and activity reports, and other performance data to measure productivity.
- Determined goods and services to be sold, and set prices and credit terms, based on forecasts of customer demand.
- Reviewed and submitted staff proposals for modifications to vendor and manufacturer.
- Planned routes and scheduled drivers, vehicles and deliveries and pickups based on driver, company and customer information.
- Studied production schedules and estimated worker-hour requirements for completion of job assignment.
- Responsible for all performance and profitability aspects of the route, establish and manage within the operations budget.

Route Sales Manager

ABC Corporation - 1999 - 2000

- -Responsible for maintaining and growing sales within a \$700,000 territory of multi-unit food service and hospitality accounts.
- Combined mechanical aptitude and technical/problem solving ability to install and repair dish machines and dispensing systems to ensure that they were fully operational.
- -Learned customer operations and devised unique solutions as their expert on advanced cleaning and sanitation.
- Achieved profit increase within first year of employment.
- Provided immediate and emergency service coverage after hours to appreciative customers.
- Drove a positive guest experience through exceptional sales and customer service by promoting a cleaner, safer, and healthier environment for clients to thrive in.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

Business/Marketing - (Carson-Newman College Jefferson City - Jefferson City, TN)