

BENJAMIN LEE

Route Sales Representative

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PROFESSIONAL SUMMARY

Enthusiastic Route Sales Representative with 2 years of experience in delivering exceptional customer service and managing product distribution. Skilled in building lasting client relationships and ensuring timely delivery while optimizing route efficiency. Eager to leverage my dedication to drive sales growth and enhance customer satisfaction in a dynamic environment.

WORK EXPERIENCE

Route Sales Representative

Quantum Solutions LLC

📅 Mar / 2024-Ongoing
📍 Phoenix, AZ

- 1. Independently manage daily routes to ensure timely and accurate product deliveries.
- 2. Load and unload products according to company policies and safety standards.
- 3. Review and correct invoices for accuracy and completeness.
- 4. Educate customers on services, policies, and pricing to enhance satisfaction.
- 5. Address customer feedback and resolve issues promptly and professionally.
- 6. Perform additional duties as assigned within the scope of sales operations.
- 7. Utilize sales data to inform route planning and improve performance.

Merchandiser/Customer Service

Lakeside Apparel Co

📅 Mar / 2023-Mar / 2024
📍 Chicago, IL

- 1. Collaborate with sales teams to ensure effective product display and promotion execution.
- 2. Assist in setting up promotional displays and monitoring their effectiveness.
- 3. Maintain accurate sales records and minimize product waste through effective management.
- 4. Evaluate customer reactions to promotions and relay insights to management.
- 5. Transport products efficiently between storage and display areas using appropriate equipment.
- 6. Enhance sales through strategic display setups and relationship building with retail staff.

EDUCATION

Associate of Science in Business Management

Community College of Denver

📅 Mar / 2022-Mar / 2023
📍 Denver, CO

Focused on business operations, customer service, and sales strategies.

SKILLS

Customer Relationship Management



Sales Reporting



Client Acquisition



Pricing Strategy



ACHIEVEMENTS

- 🌟 Increased route efficiency by 15% through strategic scheduling and customer relationship management.
- 🌟 Achieved 95% on-time delivery rate, significantly enhancing customer satisfaction.
- 🌟 Successfully managed a portfolio of 50+ accounts, leading to a 20% sales growth in one year.