ROBERT SMITH

Route Sales Representative I

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SUMMARY

Highly focused and innovative Route Sales Representative with an experience of 11 years and excellent sales and client service history . Especially adept at maintaining strong and professional relationships with customers colleagues and managers.Able to address multiple simultaneous customer queries and concerns with complete efficiency and accuracy.

CORE COMPETENCIES

Customer Service, MS Office, Strong Organizational, Administrative, Analytical. Excellent Communication, Interpersonal, And Business Development.

PROFESSIONAL EXPERIENCE

Route Sales Representative I

Ctm Inc / Purafilter 2000 - June 2008 – May 2018

Key Deliverables:

- Assisted sale professionals in establishing new routes and building up new customers.
- Created a strong referral network that leads to more clients and more revenue.
- Processed returns of damaged merchandise. Transmitted sales on a daily basis through a handheld computer.
- Promoted sales through special displays, developing account relationships, use of promotional material.
- Maintained records of all sales sell and deliver product to established accounts. Minimize stale and wasted product.
- Meets sales goals and promotes overall route growth to enhance profitability.
- Develops leads/prospects, calls on prospective customers to solicit business, prepares service agreements, and installs new accounts. Assists the sales organization with the procurement of additional new business.

Route Sales Representative

Bottcher America - September 2007 – May 2008

Key Deliverables:

- Managed the route distribution of Bottcher America throughout competitive Miami-dade, Broward and palm beach counties.
- Serviced an account base of 10-15 stops that included print shops commercial warehouses and logistics.
- Monitored and replenished daily/weekly inventory schedules on time.
- Worked with the other logistics staff to tailgate deliveries and forklift operations for volume, Product loading, and unloading.
- Effectively negotiate sales agreements and explained terms on a contract with potential and existing clients. Support customer merchandising needs with inventory supplies and relevant promotional materials.

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- Collect print rollers at a customer's site for refurbishing and Up-Sell Bottcher products at the same time.
- Respond to special request and resolve issues directly and through appropriate channels.

EDUCATION

- Certification in Business Supervision And Management - 2015(Miami Dade Community College)High School Diploma - (Coral Gables Senior High)

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