

Robert Smith

Route Salesman II

CONTACT DETAILS

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PERSONAL STATEMENT

Able to quickly identify problems, review material, develop/evaluate options, and implement solutions Adept at following work assignments and meeting deadlines Proven, thorough, dependable employee Able to communicate effectively with a diverse population Able to master jobs quickly and efficiently Self-motivated, enthusiastic, and positive attitude Maintain a professional image Deliver excellent customer service Strong decision making and problem resolution skills Able to work in a team environment.

SKILLS

Microsoft Word And
Excel, Budget
Management, Customer
Service, Scheduling,
Managerial, Problem
Solving, Leadership,
Account Management,
Self-Motivated.

WORK EXPERIENCE

Route Salesman II

ABC Corporation - April 2004 - October 2008

Responsibilities:

- Provided quality service and client loyalty by working with store managers and receiving personnel.
- Included; inventory control, managing merchandisers, adding new product displays to stores.
- Serviced convenience stores, truck stops and grocery stores.
- Organized route schedules, provided feedback to staff to increase productivity and profitability.
- Secured new accounts, maintained/expanded existing accounts, and negotiated contracts with store owners.
- Inspected and maintained vehicle supplies and equipment such as gas, oil, water, tires, lights and brakes to ensure that vehicle was in proper working condition.
- Loaded and unloaded trucks, vans and automobiles.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

Route Salesman

Delta Corporation - 2003 - 2004

Responsibilities:

- Serviced convenience stores, Mom & Pop stores, and grocery stores.
- Serviced existing accounts and called on new accounts to expand sales.
- Frito Lay - Shreveport, LA directly responsible for an established route with 35 accounts.
- Identified and resolved route service problems and increased sales by 20% first year.
- Enjoyed positive sales growth 5 of 6 years while employed there.
- Fill out invoices Consisted of traveling from city to city Maintained shelves full of stock at all times.
- Sold over the counter goods to regional pharmacies and convenience stores Utilized computer system to place orders, issue invoices and manage .

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

Education

Business Administration - (University of Southern Indiana -
Evansville, IN)