

Robert Smith

Sales Coach

PERSONAL STATEMENT

A dedicated individual seeking a challenging position within a professional environment providing opportunities for growth within the organization. Also would like to utilize management skills and enable them to play a vital role in supporting the Organizations mission.

WORK EXPERIENCE

Sales Coach

ABC Corporation - 2010 - 2018

Responsibilities:

- Directly managed up to 50 lead hourly associates, who in turn supervise hourly associates.
- Executed disposal actions and stock level changes of slow-moving or dormant merchandise.
- Reviewed receiving documents, bills of lading, and inspection reports to verify accuracy of stock identification, quantity, quality, and other pertinent data.
- Responsible for managing merchandise and customer assistant activities and consultative selling across the departments.
- This includes sales, miscellaneous account revenue, expense management, and achievement of profitability goals.
- Responsibility also entailed the replenishment and sales floor readiness of all departments.
- Accountable for customer satisfaction and associate morale and productivity.

Sales Coach

Delta Corporation - 2007 - 2010

Responsibilities:

- IT Related Duties Assisting representatives to navigate program GUI to effectively help members get enrolled and the various ways the information .
- Increased overall sales yield in non-traditional sales channels by 2% over calendar year Facilitate coaching sessions for agents, supervisors, and .
- Oversaw employees 35-40 Assigned sales quotas to telemarketers and determined desired sales goals Coached and counseled all sales agents to improve .
- Organized schedule for agents (15-30 at a time), watched over 21 chat/call queues, issued follow ups for our Nacogdoches and India teams, coached .
- Determine and prioritize merchandising activities to be completed in order to maintain efficient operations.
- Implement corporate merchandising programs to maintain and in-stock position Maintain price integrity and maximize sales and profitability Tour the .

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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www.qwikresume.com

SKILLS

Microsoft Office, Billing,
And Coding.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

- Develop and implement a 6 month sales management training program for 4 sites to increase productivity and performance via behavioral based coaching, .

Education

Medical office administration - 2015(Concorde Career College-
Kansas City - Kansas City, MO)