

# ROBERT SMITH

## Sales project consultant

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

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### SUMMARY

A position where my skills and experience can be effectively utilized to increase product sales volume, ensure a positive client experience and provide opportunities for upward mobility.

### CORE COMPETENCIES

Microsoft Office, Spreadsheets.

### PROFESSIONAL EXPERIENCE

#### Sales project consultant

**ABC Corporation - 2014 – 2022**

##### Key Deliverables:

- Covered eastern West Virginia, eastern Kentucky and portions of Ohio for this industry leader in home products.
- Included sales presentation, analysis of customers needs and sales close.
- Positioned also requires accurate paperwork, credit application procedures and follow up after the sale while providing world class customer service.
- Exceeded average company close rate by 30%.
- Assessed needs of each customer and make recommendations from within the Sears product line and scope of construction services.
- Closed sales, collect payment or financing documentation, submit contracts through paperless technology, and perform customer follow up.
- Licensed home improvement sales person in the state of New York and Connecticut.

#### Sales project consultant

**Delta Corporation - 2010 – 2011**

##### Key Deliverables:

- Pitched home improvement products to potential customers Provided quality customer service Maintained constant contact with potential customers .
- Responsible for large direct sales territory.
- Generated leads and conducted sales presentations of exterior home improvement products to customers in their homes.
- Managed customers scheduling, appointments, sales presentations and all paperwork associated with the sale.
- Maintained close contact with customers throughout the process to ensure a smooth installation.
- Specialized in bathroom and kitchen remodeling, prepared drawings and pricing, coordinated with production to ensure good customer service and follow-.

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- FriendFinder Networks, Inc., New York, NY Industry Internet based Social Networking & Technology.

### EDUCATION

BS In Business Administration

