

Robert Smith

Sales Team Associate

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SUMMARY

To obtain a Sales Team Associate position responsible for Leading a cross functional team to create cross functional marketing plans and budgets for all of their products, including social media, email, content marketing, etc, Managing pricing, promotions, etc. based on revenue forecasts (monthly/quarterly), Tracking expenses against revenue forecasts at every level of the organization (sales team/customer service/product).

SKILLS

Inventory, Cleaning, Customer Service , Scheduling Appointments, Coordination, Troubleshooting, Sales.

WORK EXPERIENCE

Sales Team Associate

ABC Corporation - July 2010 – August 2011

- Developed a strategy to close the deal with the customer or negotiate a price reduction on existing customer accounts.
- Communicated with customers on a daily basis to build relationships of trust and loyalty.
- Handled customer objections in a courteous manner and resolve issues quickly.
- Developed customer relationship management (CRM) systems that will help manage future business relationships.
- Developed a marketing plan for each product, including market research, pricing and promotions.
- Identified new opportunities for growth for each product.
- Developed the marketing plan and budgets for each product.

Sales Team Associate

Delta Corporation - 2005 – 2010

- Maintained client contacts, sales, and customer service at both a regional, and local retail level.
- Responsible for; store inventory control, part of the stores accounting and management teams, customer service and sales, weekly follow-up, training, .
- Maintained client contacts, sales, and customer service at both a regional, and local retail level.
- Responsible for; store inventory control, part of the stores accounting and management teams, customer service and sales (top of the region several .
- Took care of family member due to cancer.
- Managed the fitting rooms, fully operated the cash registers and I also was on sales floor where I cleaned and organized areas needed around the store.
- Part of the stock team where I unloaded the truck and processed our items by adding the proper security tags and sending them out to the floor .

EDUCATION

MS