

Robert Smith

Security Sales Consultant

CONTACT DETAILS

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PERSONAL STATEMENT

Security Sales Consultant increasing revenue by sharing product knowledge and competitive intelligence, influencing customer buying decisions, and handling all account matters. Business Development Over 10 years prospecting, developing, cultivating, and managing B2B relationships leading to long-term profitable business partnerships Implemented new marketing strategies increased profits by 15% Maintained and expanded company's customer base Recognized as a Top 5 representative in GA for exceeding revenue goals across 250 accounts.

WORK EXPERIENCE

Security Sales Consultant **ABC Corporation - 2015 - 2015**

Responsibilities:

- Sold security solutions to residential and commercial customers.
- Identified prospects utilizing proven lead generation techniques utilizing the CRM Salesforce.com.
- Developed a targeted sales plan and identified qualified prospects based upon market conditions such as new home sales and crime statistics.
- Analyzed customer needs, designed security system solutions to meet those needs, and provided price quotes.
- Scheduled appointments and made on-site sales presentations, overcame customer objectives, negotiated terms, closed deals, and executed contracts.
- Managed customer base to ensure retention, referrals, and additional sales.
- Awarded Security Sales Consultant of the Month by closing 85% of all calls Consistently exceeded the average cold call rate with over 500 phone calls a week.

Security Sales Consultant **Delta Corporation - 2012 - 2014**

Responsibilities:

- Security system sales to residential and commercial customers Account management, business development and tradeshow staffing.
- Sold security systems door to door and buy phone.
- Direct sales of small business, and residential security systems, fire detection systems, Closed circuit television systems, as well as web based .
- Established great rapport to help target the customers needs.
- Practiced good time management with each potential customer.
- Provide sales solutions to a network of residential and small business customers through internal leads and self-generated methods in Eastern North .
- Participate in Networking Communities in order to generate additional sales.

SKILLS

Mircosoft Office Suite,
Management, Marketing,
Retail Sales, Cashier,
Customer Service,
Handling Customer
Complaints.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Bachelor Of Business Administration