

Associate Senior Marketing Representative

ROBERT SMITH

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Objective

Seasoned Sales Representative with over 20 years of business to business sales experience; skilled in building relationships; negotiating and closing sales. Looking for a position where sales experience will contribute to company profits as well as own personal growth.

Skills

Working Knowledge Of Microsoft Office Suite, Adobe Acrobat, QuickBooks.

Work Experience

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The Valley News/Reeder Media - May 2015 – 2020

- Obtained and studied information about clients products, needs, problems, advertising history, and business practices to offer effective sales presentations and appropriate product assistance.
- Recognized for consistently meeting sales goal growth (120% month over month).
- Met or exceed customer service standards.
- Ranked in the top 1% for customer support and technology associates. Mexico trip winner.
- Increased bank revenue through balance transfers, new loans, and cross sale opportunities.
- Managed positive customer experience through timely, empathetic, customer communication, and result driven problem solving.
- Partnered with delivery team to implement new computer program that drove growth and customer retention.

Senior Marketing Representative

Delta Corporation - 2010 – 2015

- Responsible for sales and marketing of Informix database and development tools to VARS of Informix based business applications on a national basis.
- Established and maintained strong relationships with key Alliance partners such as SSA and BAAN.
- Provided sales support in joint sales opportunities with key application VARS.
- In charge of educating public about all line of products of Health Insurance In charge of meeting weekly enrollment goal of 30 members into the .
- The primary purpose of this position is to seek prospective guests for our Wyndham Vacation Ownership sales team.
- Was also responsible for the performance of my coworkers.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelor of Arts in Journalism - (The Ohio State University - Columbus, OH)