

# Robert Smith

## Senior Sales Specialist/Consultant

### PERSONAL STATEMENT

To obtain a sales account management position in a professional environment that will allow to leverage&nbsp;abilities, while offering opportunity for personal growth.

### WORK EXPERIENCE

#### Senior Sales Specialist/Consultant

**CONN'S ELECTRONICS - February 2010 - 2020**

##### Responsibilities:

- Sold multiple product lines and services in a highly-competitive retail environment.
- Skilled at closing the sale that will meet customer needs while achieving store goals on both service upsells and financing objectives.
- Achieved #3 in national sales ranking Attained milestone invitation to Million Dollar Banquet STORE MANAGER Responsible for all aspects of staffing, personnel management and leadership for assigned store.
- Provided onboarding, training and leadership for all store employees.
- Responsible for achieving monthly quota while maintaining a 95% customer satisfaction.
- Provided career development for many associates to advance to leadership positions Maintained excellent customer satisfaction ratings Store location closed due to contractual lease termination.
- Sold multiple product lines and services in a highly-competitive retail environment.

#### Senior Sales Specialist

**Delta Corporation - 2005 - 2010**

##### Responsibilities:

- Included selling products for hypertension, hyperlipidemia and diabetes.
- Called on several physician specialties including cardiology, nephrology, endocrinology, internists and family practitioners.
- Additional responsibilities include assisting district manager with sales messages and selling skills at meetings and providing in-field training to .
- Goals included selling new and existing products and increasing market share, showing quarter to quarter growth.
- Named Area Best Practice Expert/Coordinator Responsible for specialty sales of Respiratory and Skin Disease products including --ELIDEL an .
- Perform all aspects of sales and account management for a leading hardware company.
- Present solutions to Vice Presidents of Technology, DBAs, and MIS Directors Prepare Total Cost of Ownership (TCO) cash flow analysis and present to .

### CONTACT DETAILS

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### SKILLS

MS Office, Management.

### LANGUAGES

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

### INTERESTS

Climbing  
Snowboarding  
Cooking  
Reading

### REFERENCES

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

## Education

Bachelor of Science - (Tarleton State University - Stephenville, TX)