

# Solution Specialist

# ROBERT SMITH

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## Objective

Results-oriented Sales Representative with more than 15 years of progressive experience in quota-driven environments. Driven, proactive and innovative marketer highly proficient in managing high lead loads. Sales Representative trained in all aspects of customer relations, contract preparation and route management. Organized, detail-oriented and resourceful. Seeking ground-floor position with growing company.

## Skills

Microsoft Office, 10-Key, Apple Software, Office Equipment, Office Management, Commission Based Sales.

## Work Experience

### Solution Specialist

**ABC Corporation** - August 2013 - August 2013

- Described use and operation of merchandise to customers.
- Received and processed cash and credit payments for in-store purchases.
- Opened and closed the store, including counting cash, opening and closing cash registers and creating staff assignments.
- Worked as a team member to provide the highest level of service to customers.
- Maintained friendly and professional customer interactions.
- Verified that all merchandising standards were maintained on a daily basis.
- Greeted store customers promptly and responded to questions with knowledgeable service.

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**Delta Corporation** - 2010 - 2013

- Provide exceptional customer service; connect with customers in a personal and engaging manner.
- Meet and exceed sales goals while utilizing problem solving skills to troubleshoot technology issues.
- Keep updated on the latest policy, promotions, and technological advances.
- Assist in inventory and cash management procedures.
- Responsible for and expected to understand customers needs, perform cash and credit/debit card transactions, complete inventory maintenance, .
- Start service for new customers, add services for existing customers, and bundle with wireless provider to save the customers money.
- This is Dummy Description data, Replace with job description relevant to your current role.

## Education

BA in Travel and transportation - 1994(U.W. - Seattle, WA)