ROBERT SMITH

Technical Sales Representative I

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Over 10 year of proven sales, sales management and operational management experience in the medical field and almost 6 years of Technical Sales experience selling ready-mix concrete.

EXPERIENCE

Technical Sales Representative I

ABC Corporation - 2001 – 2009

- Managed numerous sales territories in various geographical locations.
- Maintained existing customer base and developed new business bring territory up from 5 million dollars to 15 million annually in 5 years.
- Quoting and estimating, analyze blueprints provided by our industrial and OEM accounts to determine our capability in producing the product.
- Work with independent and direct company sales reps to expand territories with emphasis on the companys objectives.
- Maintain customer base within territory with huge emphasis on customer service.
- Work closely with engineering, production, and metallurgy to ensure customers expectations.
- Manage heavy phone volume and other correspondences, i.e., email and faxes to provide a timely response.

Technical Sales Representative

ABC Corporation - 1999 – 2001

- Lead Technical Sales Representative for Penn Color Inc.
- in the Midwestern US.
- Responsible for companies in KY, IL, AR, KS, MO, NE, OK, and TN.
- Managed multi-million dollar region while targeting solid growth accounts and creating over a quarter of a million dollars of new growth in the first three quarters with the company.
- This has been recording growth for the region.
- My experience in cold calling, creating new relationships, pull-thru sales, managing current companies and creating growth opportunities has attributed to this growth.
- In an industry where it takes 8-12 months to make a sale, I brought on five new companies in my first 6 months, the highest in the companys 50-year history.

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EDUCATION

- Sales Management - (Crystal Lake South High School - McHenry, IL)

SKILLS

Leadership Development, Technical Writing, Programming, Tensile Testing, Three-point Bending Test.