ROBERT SMITH

Technology Sales Manager

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SUMMARY

Technology Sales Manager with 2 years of experience in Working closely with engineering to deliver new features and functionality, Setting pricing for new products and services, Leading technical discussions with partners, customers, and vendors, Identifying new opportunities in the market; raising awareness of new technologies in the market.

CORE COMPETENCIES

CPR Certified, EMT Certified, EMS-Instructor Certified.

PROFESSIONAL EXPERIENCE

Technology Sales Manager

ABC Corporation - March 2001 – May 2002

Key Deliverables:

- Managed department that grossed 10 million dollars yearly.
- Directly responsible for sales quotas, shrink, training and payroll.
- Managed all sales people, assisted them in closing sales and quality assurance.
- Managed technicians, both in store and off site installations.
- Met and exceeded installation and sales goals.
- Senior Technology Products Specialist Delegated tasks to other product specialists, met aggressive sales goals and cycle counts.
- Performed loss prevention and inventory; merchandised displays and met department standards.

Technology Sales Manager

Delta Corporation - 1996 – 2001

Key Deliverables:

- Established Zirous as a qualified Oracle partner in Southern California.
- Developed and maintained relationships with the Oracle sales team and prospects.
- Built active pipeline of professional services and software opportunities of $1.5M.
- Exceeded annual goal at 103% for 2013, 105% for 2015 Managed over 12 retail locations and 20 employees Consulting on technology products and services .
- EHR, Inventory Management Sales and Support) 7/200/-1/2005 Customer Solutions Manager.
- Managed a team of up to 15 sales associate.
- Included hiring, scheduling, conducting performance reviews, administering positive reinforcement and corrective action, increasing sales to meet .

EDUCATION

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- BS Healthcare Administration

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