

ROBERT SMITH

Specialty Sales Territory Manager

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SUMMARY

Highly motivated Specialty Sales Territory Manager who is committed to reaching and exceeding company and personal goals. Twenty-five plus years of proven sales experience. Strong interpersonal skills. Able to build and maintain excellent relationships with employees and clients. Effectively plans and prioritizes activities to accomplish short and long term business objectives. To earn a sales position commensurate to my experience, abilities, and efforts that encompasses over 25 years of successful sales and account management.

SKILLS

Product Management, Product Knowledge Training, Operations Management, Business Development, Microsoft Word, Webinars, Sales, Business Management, Leadership, Salesforce

WORK EXPERIENCE

Specialty Sales Territory Manager

ABC Corporation - 2004 – Present

- Responsible for managing \$11,011,361 territory with a total of 46 accounts.
- Accountable for growing volume, share, and profit along with gaining and maintaining distribution on key and new brands, selling and implementing promotions, display compliance, shelf management, and nutritional training.
- Responsible for implementing brand strategies, distribution, pricing objectives, promotions, and Ad plans.
- Monitored and managed the business plan, trade budgets, spending and volume to achieve sales goals.
- Mapped territories, trained on-call procedures, tracking, computer integration, and business reports.
- Interviewed candidates and involved in the selection process for the 2012 and 2013 program.
- Assisted the Account Manager with national conference call deck and present retail priorities.

Senior Territory Manager

ABC Corporation - 1992 – 2004

- Chosen to develop a sales information binder to assist territory managers in the field.
- Managed a given territory to ensure the highest company sales and standards are met.
- Assigned tasks, directed workflow, communicated policies and procedures to sales staff.
- Planned and organized routes within the territory to maximize efficiency and time in the field.
- Developed relationships by providing exceptional customer service to an existing business.
- Sought and developed additional revenue and new customers by leveraging market opportunities.
- This is Dummy Description data, Replace with job description relevant to your current role.

SCHOLASTICS

- Associate Of Arts in Sales And Marketing - 1991 (Madison Business College - Madison, WI) Regents Diploma in English & Science - (Marcus Whitman Jr. Sr. High School - Rushville, NY)