

Robert Smith

Sales Territory Manager

PERSONAL STATEMENT

Highly motivated Sales Territory Manager with excellent written and verbal communication skills and the ability to work collaboratively or as a whole productively. Proven sales success in a current sales role with a keen eye and ear for great campaigns. The ability to spot trends, pin-point sales opportunity, and do research to create an effective marketing and sales plan. To obtain a sales and marketing position that leverages my planning, presentation and listening skills allowing me to maximize sales and profitability for the company.

WORK EXPERIENCE

Sales Territory Manager

ABC Corporation - July 2011 - Present

Responsibilities:

- Responsible for \$18.7 million in product sales per year within my territory.
- Successfully launched 10 new products and achieved the highest distribution in my sales region for the recently launched electronic cigarette.
- Secured and managed an account that made up 10% of my territory's sales volume.
- Selling and executing national/local brand building marketing programs and initiatives within these accounts.
- Achieving and exceeding assigned quantitative and qualitative sales goals and brand building measures.
- Achieved positive sales growth for all focus brands for the last 4 years.
- Establishing outstanding relationships with Store Managers/Owners by providing expert consumer insights and advice through the development of individual business plans.

Territory Manager Intern

ABC Corporation - June 2010 - June 2011

Responsibilities:

- Developed market intelligence, customer intelligence, and competitive intelligence.
- Worked closely with the Product Development Team. Worked closely with the Engineering team as needed for product development, update, and refinement.
- Worked closely with local Zone Sales Managers to ensure that all assigned markets are adequately covered.
- Attended trade shows as needed and assists in the planning of tradeshows for assigned markets.
- Participated in cross-functional teams as needed to ensure the needs of their assigned markets are adequately represented in strategic initiatives.
- Provided training classes to internal as well as external customers as needed.

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Microsoft Office,
Consultative Selling,
Strategic Planning, Key
Account Management,
Excel, PowerPoint

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelor Of Science in Public Relations - 2009 (The University Of South Dakota - Vermillion, SD)BS in Marketing - 2009(the University Of Louisiana At Lafayette - Lafayette, LA)Certificate in Supervisory Management - (University Of Wisconsin)