

ROBERT SMITH

Regional Territory Manager

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Regional Territory Manager with over 15 plus years of experience in marketing, sales, customer service, procurement and negotiation of contracts with strong leadership, problem-solving and communication skills, and a proven track record of increasing sales, promoting products and services, and exceeding customer expectations. Looking for an employer who can utilize my skills, enthusiasm, collaboration and driven nature to not just achieve, but surpass their goals and gain market share in a challenging economy.

MARCH 2016 - PRESENT

REGIONAL TERRITORY MANAGER - ABC CORPORATION

- Providing leadership and guidance to a team of 17 people who are responsible for the timely transportation of vehicles.
- Reading, interpreting, and providing reports to the superiors on a regular basis.
- Responsible for having an in-depth knowledge of the territory including the trends, issues, and pricing.
- Assisting the dispatchers with difficult and complex calls and dispatches, and serving as the technical expert over complaint-taking and dispatching operations.
- Possessing the knowledge of current trends in the territory with the ability to shift focus and efforts in advance where needed.
- Providing guidance and assistance to the dispatch team to continuously improve days to deliver and margins.
- Coordinating the transportation of vehicles by contacting carriers in our established network or locating new carriers to work with us.

APRIL 2001 - AUGUST 2015

LEAD TERRITORY MANAGER - ABC CORPORATION

- Responsible for the supervision and development of Shop Managers, Asst. Managers.
- Recruiting, selection, hiring, training, and development of Shop Management, performance management, and evaluation and progressive disciplinary action when needed.
- Managed within established Union contract guidelines. Responsible for all other shop personnel.
- Identified and developed internal candidates for Area Managers, Shop Managers, and Assistant Managers.
- Communicated territory goals and supervises efforts to achieve sales goals and increase sales volumes.
- Provided direction to shop personnel on selling techniques, customer service,

visual merchandising, new product introductions and promotions, and Quantity Discount related programs.

- Reviewed, assessed and analyzed the monthly financial statements to identify opportunities.

EDUCATION

Master Of Divinity in Pastoral Leadership And Theology - 2001(Trinity Evangelical Divinity School - Deerfield, IL) Bachelor Of Science in Biblical Studies in Discipleship, Bible, Theology, Teaching - 1992(Emmaus Bible College - Dubuque, IA)

SKILLS

Consultative Sales, Management, Finance, Territory Management, Kronos, Genesis, Member Tracking System