

ROBERT SMITH

Territory Sales Associate

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Territory Sales Associate with 5 years of experience in Acting as a strategic advisor to the senior leadership team on pricing strategy and revenue goals, Working closely with the marketing team to create new products for market validation, Acting as a liaison between technical teams, sales teams, and management teams to establish priorities for product development.

MAY 2003 - JULY 2005

TERRITORY SALES ASSOCIATE - ABC CORPORATION

- Found and close quality leads through cold emailing, phone calls, and in-person meetings.
- Built a team of highly qualified sales professionals who work together to close high quality leads.
- Built a pipeline of qualified prospects through inbound marketing efforts (social media, website content, email marketing).
- Represented the brand in all media channels to build awareness and trust with consumers.
- Attracted and engaged consumers at trade shows through product demonstrations and live events.
- Closed high quality sales deals with distributors/wholesalers through onsite meetings.
- Tracked revenue for the territory as well as analyze trends/success metrics for that territory.

2000 - 2003

TERRITORY SALES ASSOCIATE - DELTA CORPORATION

- Manage and sell to a territory of approximately 200 retail music store accounts.
- Increased sales by 28% and gross profit margin by 3%.
- Executing sales strategies to meet or exceed revenue targets.
- Help new and existing customers understand Grainger products and service offerings.
- Identify opportunities for sales to be an integral part of the company's strategy.
- Manage the sales process from prospecting to closing and beyond.
- Create an overall sales strategy that aligns with company's business strategy.



EDUCATION

Bachelor's

SKILLS

Development Skills, Technical Terms, Quality Sales.