

Territory Sales Rep

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Objective

Territory Sales Professional who has historically operated with little supervision in dynamic environments, while superseding company objectives and territory expectations annually on a consistent basis. A strong performer who finishes what start, follows up regularly, closes very high percentage of deals and negotiates with top level executives and business owners regularly.

Skills

Management , Territory Management, Sales, Outside Sales.

Work Experience

Territory Sales Rep

ABC Corporation - 1998 - 2005

- Primarily responsible for selling, marketing, promoting and demonstrating products within a specified geographical territory, while increasing business by generating sales to new and existing customers.
- Ambitiously represented the Jacobsen line of Turf Equipment, number 2 in the world in market-share.
- Worked primarily in the Industrial and Commercial arena, selling to a wide range of consumers, including Government facilities in City and Town Municipalities.
- Worked heavily on State Bidding Processes.
- Increased sales profits by 30% through strategic planning and dynamic entrepreneurial management.
- Conducted presentations, demonstrations and Trade-Shows to create market-awareness of products and technological advancements.
- Recruited by National Sales Recruiter for position.

Territory Sales Rep

Delta Corporation - 2002 - 2008

- Road Warrior traveled 85% of the time.
- Currently responsible for purchasing, scheduling deliveries/pickups, assisting prospective and current customers, overseeing the profitable growth of .
- Cincinnati Used networking opportunities to create successful, on-going business relationships.Planned and organized routes within territory to .
- Scheduled an average of 20 appointments per week.
- Shared product knowledge with customers while making personal recommendations.
- Attended trade shows and sales conferences.
- Maintaining and cultivating new relationships with farmers, nutritionists, and veterinarians.

Education

AS - (Monroe Community College/Rochester)