

ROBERT SMITH

Sr. Territory Sales Rep

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SUMMARY

Customer relations, trouble shooting, client retention. Collections, finance, and credit reporting. Commercial Lubricants Technical training education on, Lubricants, both Commodity and Specialty Food process type from Johnson Diversey/Dubois, Houghton, Fuchs Lubricants, Texaco, Shell Oil, Mobil Oil and Lubriplate.

CORE COMPETENCIES

5 Insurance, Water Treatment Knowledge. Oils And Lubricants Studies.

PROFESSIONAL EXPERIENCE

Sr. Territory Sales Rep

ABC Corporation - January 2012 – September 2013

Key Deliverables:

- Identified customer needs and providing solutions.
- Managed a portfolio of 120 accounts and \$250K in sales.
- Sold maintenance, repair and operations tools and equipment.
- Negotiated prices, terms of sales and service agreements.
- Contacted new and existing customers to discuss how their needs could be met through specific products and services.
- Wrote sales contracts for orders obtained and submitted orders for processing.
- Kept detailed records of daily activities through online customer database.

Territory Sales Rep

Delta Corporation - 2007 – 2012

Key Deliverables:

- Maintenance Equipment to Hotels, Hospitals, Government and Commercial/ Industrial accounts.
- Sales award for consistent producing at the highest level, first half of 2013.
- Sell the Volvo Construction line and multiple crane lines.
- Have been given more opportunity and responsibility than my previous job.
- Have been given a bigger territory with select corporate accounts.
- Sold enterprise-class network monitoring and management software to commercial accounts in fast-paced, 100% inside-sales organization.
- Achieved over 150% of quota by utilizing accurate transaction qualification, follow-up skills, negotiating quick sale-closure and minimal discounting.

EDUCATION

- DIPLOMA in GENERAL - (RIVERSIDE HIGH - El Paso, TX)