

# ROBERT SMITH

## Asst. Territory Sales Rep

[info@qwikresume.com](mailto:info@qwikresume.com) | [LinkedIn Profile](#) | [Qwikresume.com](#)

Organized, enthusiastic, and results driven sales professional with over 24 years of sales and management experience. Consistently successful in increasing revenues, improving profitability, and enhancing the quality of service offerings through outstanding interpersonal skills and creativity. Possess outstanding team building and decision making skills as well as an in-depth understanding of customer acquisition and customer retention. Proven ability to quickly learn and utilize new sales methods, systems, and procedures.

## EXPERIENCE

### Asst. Territory Sales Rep

#### ABC Corporation - 1991 - 2000

- Worked with site operator and with city officials to get approval for our customer waste stream.
- Developed \$600,000 account from ground floor.
- Left employment because of force reduction associated with the downturn in the energy business.
- Served as primary contact for all stores, night clubs and bars.
- Provided customers with new product lines and technology on how to streamline their products and processes.
- Responsible for Sales of specialty foods in Supermarkets.
- Involved in all areas of customer service; including answering questions, customer retention, problem solving and introduction of new product lines.

### Territory Sales Rep

#### Delta Corporation - 2009 - 2013

- Distributor of Old Style and Coors products, and various non-alcoholic beverages.
- Territory Sales Rep Sold alcoholic and non-alcoholic products to large grocery stores, convenience stores, liquor stores, local bars and night clubs.
- Top performing Sales Rep in 1995, 1996 and 1998 which generated over 300,000 cases sold within a fiscal year.
- Powerful presentation skills which resulted in consistently high evaluations.
- Worked with Grocery Manager and grocery manager Increased sales by an average of 65%.
- Handled Marketing strategies, Set up displays for weekly promotions Ordered product and wrote of credits.
- Territory Manager for IN, OH, KY, MI, IL Increased sales in and unworked territory from 1% to 8% since Jan 7 2014 Called On Producers and .



## **EDUCATION**

- Management Skills Certified - 2000(Anheuser Busch University)
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## **SKILLS**

Sales & Marketing, Sales Management.