

# Robert Smith

## *Jr. Territory Sales Rep*

### PERSONAL STATEMENT

Sales professional with over 25 years experience selling Chemicals and Environmental Services to industry professionals. Throughout career have been known for finding and developing unique opportunities and closing special projects.

### WORK EXPERIENCE

#### ***Jr. Territory Sales Rep***

**ABC Corporation - November 2013 - February 2016**

##### *Responsibilities:*

- Quickly learned basics of networking technology to conduct initial product demonstrations via Go-To-Meeting.
- Grew territory from approximately \$175K to over a million in annual sales.
- Developed territory and customer base in the Energy Industry for Northern WV, Western PA and East OH.
- Called on Drillers, Pipeline Contractors, Midstream Operators, Coal Mining Operations.
- Acted as Field Supervisor during project work and interfaced with key customers on daily basis.
- Experienced with site clean up, tank removal, spill response and plant maintenance projects.
- Responsible for major accounts such as Dominion Energy, Blue Racer Midstream and CNX.

#### ***Territory Sales Rep***

**Delta Corporation - 2009 - 2013**

##### *Responsibilities:*

- Developed territory and customer base in the Energy Industry for northern WV, Western PA and East OH for this small field service environmental company.
- Called on Drillers, Pipeline Contractors, Coal Mining Operations.
- Acted as Site Supervisor during project work.
- Experience with Site Remediation, Tank Removal, Water Hauling, Mud Disposal.
- Responsible for lining up sub contractors and developing price quotations for project work.
- Developed alternate disposal outlet with closer proximity to our customer.
- In doing this, we were able to offer our customer pricing that was substantially lower and retain their business long term.

### Education

Bachelor of Science in Business Administration - (West Liberty State College)

### **CONTACT DETAILS**

1737 Marshville Road,  
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(123)-456-7899  
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[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Microsoft Office,  
Negotiation, Operations  
Management,  
Relationship  
Management, Sales,  
Team Building, Training,  
Customer Service.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company  
Name)  
Reference - 2 (Company  
Name)

