

# ROBERT SMITH

## Territory Sales Rep II

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A challenging position in a fast paced environment that will allow for personal growth and career advancement. want to make a difference for a growing and dynamic organization.

### SEPTEMBER 2013 - AUGUST 2014

#### TERRITORY SALES REP II - ABC CORPORATION

- Built new relationships and new territory from the ground up being responsible for 80 + medical offices.
- Successfully conducted effective presentations for doctors, nursing staff, and office managers.
- Ensured sales targets and new product targets were achieved.
- Delivered schedules and ensured product quality addressing any issues that may arise.
- Successfully completed 2 weeks of intense training in the QP3 Sales Training Model.
- Managed a territory with 238 business, in the MRO industry.
- Learned customers needs and challenges, to bring full value of Grainger.

### 2011 - 2013

#### TERRITORY SALES REP - DELTA CORPORATION

- while providing excellent customer service.
- By word and by action, enthusiastically demonstrates that customer satisfaction is the #1 priority.
- Increased territory sales by 26% Held distribution return ratio to less than 1% annually.
- Created faster returns on inventory investment by training how to forecast popularity.
- for the Grease and Chemical Dept.
- Handle 30 - 40 accounts in different local areas Place needed orders Communicate orders with several different managers Organize inventory for .
- Responsible for introducing and selling medical professionals new and existing pharmaceutical product lines.

## EDUCATION

Bachelor's in Marketing - 1990(University of Tennessee - Knoxville, TN)

## **SKILLS**

Salesforce, Microsoft Office Suite, Marketing Strategy, Sales, Forecasting.