

ROBERT SMITH

Territory Sales Rep I

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

To be a part of a team that excels in both sales and customer service. Have a proven record in many areas of sales, including account development and sales management, as well as outstanding presentation and communication skills. Have a high degree of self-motivation and love functioning independently while backed by solid company resources and service.

CORE COMPETENCIES

Sales, customer service/relations, territory sales management, inventory control, merchandising, retail and wholesale experience.

PROFESSIONAL EXPERIENCE

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Grabber Construction Products - January 2015 - 2020

Key Deliverables:

- Consistently closed new residential sales by way of face to face door knocking.
- Established relationships with building managers and property owners, for the purpose of accessing residential subscribers, within secure apartment .
- Acquired an average of three new subscribers, on a daily basis.
- Maintained excellent customer relationships and provides quality service to the customer by troubleshooting and providing follow-up on sales.
- Took phone orders as required; quotes prices to the customer and fills out (prices) when needed.
- Monitored sales trends and prepares related sales and expense reports monthly.
- Kept pricing in line and updates price lists as changes occur alongside branch managers direction, then confirms pricing in the system for the accounts as need.

Territory Sales Rep

Delta Corporation - 2012 - 2015

Key Deliverables:

- Source new business leads; visits potential, new and existing accounts.
- Visit jobsites to source and provide pull through selling into contractor accounts within the market along with building relationships with dealers, architects and consultants.
- This included sales trips through the territories, regional and national trade shows.
- Supervision and training of customer service was also required by this position.
- Meet and exceed daily sales goals -Manage a client list of 650 buying customers; pitched products and up sell customers.

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- Generate new customers through home visits, calls, and referrals -Grew territory customer list from 600 to 650 in two months.
- Oversea 10-15 established chain grocery stores Achieve distribution and growth of Southern Wines portfolio Introduce new products through in store .

EDUCATION

Business, Marketing - September 2011(West Georgia University)

