

# Robert Smith

## Lead Territory Sales Rep

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

Dedicated Territory Sales Manager with 32 years of experience within the window treatment industry with a background in manufacturing, customer service, and office management. Twenty years of outside sales experience, focused on delivering superior results, and providing exceptional customer service. Efficiently builds loyalty and long-term relationships with customers, while reaching sales targets. Capacity to learn in any professional environment.

### **SKILLS**

Microsoft Office,  
Estimating Software, Cad  
Software.

### **WORK EXPERIENCE**

#### ***Lead Territory Sales Rep*** **ABC Corporation - 1993 - 2012**

##### *Responsibilities:*

- Managed territory with over 200 accounts from central to north Florida.
- Built business through cold calling and maintained existing accounts.
- Handled price negotiating.
- Ensured that clients samples were current.
- Held product training seminars.
- Attended trade shows.
- Called on assigned accounts and known key buyer for department.

### **LANGUAGES**

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

#### ***Territory Sales Rep*** **Delta Corporation - 2010 - 2015**

##### *Responsibilities:*

- Responsible for mid-Atlantic territory operations and achieving sales objectives.
- Activities included training and co-travelling with dental dealer sales reps, developing promotional programs with distributors, following up on .
- Major Accomplishments Won Rookie of the Year award in 1983 Sustained sales growth that resulted in splitting of territory in 1987.
- Responsible for mid-Atlantic territory operations and for achieving sales objectives.
- Developed promotional programs with dental distributors, trained and co-traveled with dealer sales reps.
- Increased sales volume by adding 30 accounts in the MD/PA territory Negotiated prices, terms of sales and service agreements Contacted new and .
- Charleston, Beaufort, Hilton Head, Savannah, and other rural GA locations Involved growing business by keeping current accounts, as well as .

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **Education**

High School Diploma - (Englewood Sr High school - Jacksonville - Jacksonville, FL)

### **REFERENCES**

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