

# Robert Smith

Phone (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website : [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

## Territory Sales Rep

### SUMMARY

Successful leader with a proven track record of leadership and historical sales/relationship success that will propel your organization to new heights.

### SKILLS

Microsoft Office, Sage 100, MAS 90, Citrix, Quickbooks.

### WORK EXPERIENCE

#### Territory Sales Rep

ABC Corporation - October 2005 - February 2006

- Built and maintained relationships with retail accounts.
- Displayed proficiency at offering solutions to contract disputes.
- Possessed and consistently displayed innovation and creativity in designing promotional and in-store advertising.
- Completed sales, service and prospecting territories including 20 states.
- Responsible for developing sales of specialty food products in retail health and natural product stores throughout their territory.
- Developed business relationships at assigned accounts and provide these accounts with information about selling, profitability and placement of our products.
- Increased promotional activity, sales volume and profitability of assigned accounts.

#### Territory Sales Rep

Delta Corporation - 2004 - 2005

- Sales Manager-Dave DeCiccio/Supv Pete Nahass Duties Outside Sales Rep, selling Cable, Phone and Internet Services to Residential Customers.
- Maintained major fleet and dealer business generating \$24,000,000 in the Los Angeles/ San Diego region.
- Prospected for and solicited new businesses with commercial and passenger fleets.
- Developed annual business plans and objectives for 18 accounts, and implemented strategies to achieve those objectives.
- Business to Business MRO sales.
- Managed a portfolio of 170+ accounts totaling over \$ 4 million in annual sales.
- Numbers are for Integris and Ryerson) Managed a team of 3 inside sales reps Worked part time in the company warehouse learning more of the busines (.

### EDUCATION

Business Management - (Normandale Community College - Bloomington, MN)