

ROBERT SMITH

Territory Sales Specialist

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SUMMARY

Experienced and goal-oriented Territory Sales Specialist professional with a track record of consistently meeting and exceeding established goals and objectives related to management, sales, training, education, and client relations. Skilled in building long-term relationships with all levels of clients. Achieved significant results related to promoting organizational growth and staff development, securing necessary industry-related designations, and increasing overall company volume.

SKILLS

Microsoft Office, Salesforce, Excel, Development Management.

WORK EXPERIENCE

Territory Sales Specialist

ABC Corporation - 2008 – 2008

- Developed territory from 1.2 million to over 3 million in annual sales.
- Consistently exceeded all sales objectives.
- Served as a liaison between company and peer organizations, communicating various issues, troubleshooting and resolving problems.
- Conducted medical education programs targeted at key physicians, administrators, and nursing staff.
- Reviewed and analyzed sales and market data to create highly effective business strategies.
- Supported development and implementation of quality improvements functions, ensuring compliance with strict Medicare regulations regarding patient care.
- Coordinated various training issues to promote ongoing professional development and goal setting for staff.

Territory Sales Specialist

Delta Corporation - 2005 – 2006

- A full service veterinary distributor and laboratory service, with emphasis on pharmaceuticals, diagnostics, biological, surgical instrumentation and .
- Increased new business by 85% of full service veterinary laboratory within 8 months.
- Developed new accounts through cold calling, strong networking skills, established trusting relationships with clients, strong persuasion in .
- Senior Hospital Specialist Disease states included the areas of antibiotics, allergy, hepatitis, cardiology, dermatology Responsible for the sales of .
- Achieved Pinnacle Team Membe Due to Top Launch Pristiq Performance.
- Sold door to door newspaper subscriptions to non-subscribers and hired and trained independent contractors how to go out in the field and sell .
- Circle of Excellence Award Winner 2006 Winner PTM Brand Award (Top SGA + Volume Growth for 3 product portfolio of PTM Brand) 2006 Sales Growth of 30% .

SCHOLASTICS

- Bachelors Of Science