

Robert Smith

Top sales representative

PERSONAL STATEMENT

A Top sales representative seeking a full time position with a corporation in which my 16+years of sales experience can be used to promote growth and generate profitability.

WORK EXPERIENCE

Top sales representative

ABC Corporation - January 2005 - April 2013

Responsibilities:

- Identified and developed new opportunities for the company.
- Developed and managed leads, through both internet and offline activities.
- Managed sales pipeline, from lead generation to closing the deal.
- Created proposals and presentations that increase sales opportunities for the company.
- Provided weekly reports on open opportunities, pipeline status, and pipeline impact.
- Developed professional relationships with key decision makers in target accounts to maximize revenue opportunities.
- Delivered weekly pitches to the partner organization to help win new business.

Top sales representative

Delta Corporation - 2002 - 2005

Responsibilities:

- Over a 4 year period, consistently sold an average of 18-20 units per month.
- Responsible for generating an average of \$60,000 in revenue per month.
- Assisted current and potential customers as Certified Hearing Aid specialist.
- Open and close store.
- merchandise, price and put out new items, organize keep clean.
- SALE, post items online,register.
- Maintaining a weekly sales average of \$20k Maintained 20 plus commercial accounts Daily contact with Commercial clients for various maintenance.

Education

MA In English

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Computer Skills, Sales,
Developing Skills.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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