

Robert Smith

Top sales representative

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SUMMARY

To obtain a challenging position utilizing my successful entrepreneurial work ethic, medical sales experience and ability to build a valuable relationship with constant and clear communication to benefit my company and advance my career in sales.

SKILLS

Sales, Education, Recruitment.

WORK EXPERIENCE

Top sales representative

ABC Corporation - June 2005 – June 2009

- Developed marketing collateral (e.g., brochures, presentations) for internal use.
- Monitored competitor activity to identify potential opportunities for growth.
- Developed pricing strategy for new products based on market research and business requirements.
- Managed pricing strategy across multiple channels (e.g., online, phone) to achieve the best possible revenue per unit sold.
- Monitored competitors price changes and adjusts prices accordingly.
- Conducted competitive analysis to identify potential opportunities in the market.
- Tracked sales metrics including revenue per unit sold and unit volume sold.

Top sales representative

Delta Corporation - 2004 – 2005

- Consistently met sales goals while maintaining positive relationships with customers.
- Won three awards during time with Kellogg Company including Top Sales Representative of the Top Sales Representative in the Zone and .
- Out of 40 to achieve 30 new sales in six months and met productivity bonus goal in declining economy.
- And activities included acquiring new clients through cold call leads.
- Maintain consistent note-able sales production, achieving top monthly sales position several times company-wide, in addition to receiving multiple .
- Sales process involved contacting qualified companies; inquire as to who the person in control of supply ordering was in order to introduce our .
- Sales and repairs Maintained professional and working relationship with clients.

EDUCATION

Bachelors