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# Chris Smith

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4710 Main Street  
Springfield, NY 10125  
(212)-235-5555

*Demonstrated ability in providing operations leadership with a focus on profitability and achievement of sales initiatives. Proven in staff relations and teamwork while leading business operations and establishing priorities.*


## Skills

Sales Management: 

Microsoft Windows: 

Microsoft Word: 

Microsoft Excel: 

Microsoft PowerPoint: 

## Summary

Dynamic and results-oriented sales professional with over 10 years of sales experience – demonstrating skills in leadership, sales management, and employee mentoring. Proven ability in utilizing a customer-first attitude as well as the leadership to drive sales and profitability (territory growth and development). Expertise at having the sales team build rapport with clients. Extensive management experience with strong decision-making, supervision, and leadership skills to create and/or update policies and procedures – interacting effectively with all other departments to achieve goals and initiatives of the enterprise..

**Exceptional Interpersonal and Communication Skills** – Proficient in promoting confidence and maintaining long-term relationships while successfully interfacing with people from diverse backgrounds and cultures.

**Work Ethic and Professionalism** – Solid professional standards and an excellent track record of dependability. Maintains a clear focus on achieving bottom line results while meeting and exceeding client satisfaction.

**Problem Solving** – Proven ability to troubleshoot and develop both creative and innovative solutions to business challenges. Successfully manages change for improved business performance and team efficiency.

## Experience

### **Cross Country Services – Sunrise, FL Account Executive (2019 – Present)**

- Efficiently develop business and sell Cross Country Services to hotels, restaurants, resorts, and institutional establishments or individuals at sales office or customer's place of business.
- Work with the sales team and proactively identify, qualify, and acquire new and lost business opportunities.
- Prospect and develop profitable new and lost customers using a systematic approach, including client potential and stratification. Successfully and professionally deliver presentations to qualified client accounts (\$10M+).

### **ACME Products – Miami, FL Sales Manager (2016 – 2019)**

- Efficiently managed the overall activities of the department, including the directing, advising, and managing of direct and indirect subordinates to ensure strong team members and sales team performance.
- Gathered strategic marketing and competitive intelligence to provide guidance for pricing strategies. Marketed and advertised intensely. Trained the staff in providing the highest quality customer service.

### **Sunshine Timeshares – Orlando, FL Sales Leader (2010 – 2016)**

- Provided leadership assistance in guiding the strategic sales direction.
- Improved service quality and increased sales by developing a strong knowledge of products and services.
- Utilized expertise in directing sales forecasting activities and setting performance goals accordingly.

## Certifications

Certified in Adobe Illustrator

Certified in Adobe Creative Suite Applications

## Education

The Art Institute of Ft. Lauderdale – Ft. Lauderdale, FL

Associates in Science – 2020