
Field Sales Executive Resume

Job Objective

To secure a position with a reputable company in which to exercise my knowledge and training as a Field Sales Executive.

Highlights of Qualifications:

- Strong accomplished Sales experience with progressive career advancement and increasing levels of responsibility
 - Good expertise in B2B sales and account management
 - Thorough knowledge of financial industry
 - Strong executive presence, active listening, client preparedness, and presentation skills
 - Excellent relationship management skills
 - Ability to interpret marketplace needs and translate them into products and services
 - Ability achieves sales and sales activity goals within the spirit of company Code of Ethics
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Professional Experience:

Field Sales Executive

SHI International Corporation, Phoenix, AZ

August 2007 – Present

- Developed new relationships and broadened existing relationships with financial advisors.
- Planned and achieved sales objectives against specific sales activities.
- Executed general territory sales plan and exceeded sales goal.
- Identified products with greatest growth potential.
- Prepared sales call reports.

Field Sales Executive

Starkey Laboratories, Inc., Phoenix, AZ

May 2004- July 2007

- Reported company sales against company goal.
 - Analyzed market and compared year-end forecast.
 - Monitored travel and entertainment expenses complying with standard business practices.
 - Minimized sample and promotional material expenses.
 - Maintained cost effective approach to exhibiting.
 - Handled customer service issues.
 - Maintained and updated customer account records for review with Sales Director.
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Education:

Bachelor's Degree in Marketing

Moravian College, Bethlehem, PA

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