
Territory Sales Representative Resume

Job Objective

To use my extensive training to acquire a position as Territory Sales Representative with reputable company.

Highlights of Qualifications:

- Extensive outside sales and industry experience
 - Ability to develop territory and account-specific sales plan
 - Ability to write reports and business correspondence
 - Ability to read, analyze, and interpret business periodicals, professional journals
 - Ability to successfully navigate and manage a multi-tiered sale
 - Ability to manage new and existing customer base
 - Proficient telephone etiquettes and amazing ability to nurture relationships
 - Operational knowledge of MS Word and Excel and remarkable capability to meet sales goals
 - Superior time management, customer relationship and organization skills
 - Solid communication skills and amazingly self motivated
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Professional Experience:

Territory Sales Representative
G&K Services, San Luis Obispo CA
November 2006 – Present

- Assisted Sales Managers to formulate selling strategies which led to profitability.
- Executed weekly prospecting activities and updated sales business plans.
- Managed installation and transition of accounts to the service team.
- Reviewed prospective customers' needs and executed them.

Territory Sales Representative
Republic Services, Inc., San Luis Obispo CA
February 2001 – October 2006

- Introduced fresh accounts and nurtured relationships with prospects.
 - Formulated forecasts for business.
 - Participated in sales conventions and acquired new distribution.
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Education:

Bachelor's Degree in Business
Fort Lewis College, Durango, CO

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