

Rob Roberts

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Columbia, Missouri 65203

(314) 999-4003
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Objective Successful sales professional seeking management position to leverage strong leadership, communication and high energy skills.

Education

University of Missouri – Crosby MBA Program May 2010
Master of Business Administration, Business Generalist 3.9/4.0

- MBA Association, VP of Alumni Relations (2009-Present)
- Study Abroad – Paris and London (Winter 2008)
- Big Brother/Big Sister (2008 – 2009)

Boston College May 2005
Bachelor of Arts in History 3.6/4.0

- Intramural Soccer, Captain (2003 – 2005)
- Volunteer Docent at University Museum

Professional Experience

Fisher-Price, East Aurora, New York May 2009 – August 2009
Marketing Intern

- Worked in a cross-functional team assisting in product development and brand management
- Managed the Category Line Review database to maintain accurate product margins, costs and other financials
- Conducted cost-benefit analysis of promotion campaigns to identify various payout scenarios
- Presented new products to the packaging team to help in the selection of appropriate graphics and package dimensions
- Led a three member team in the development of MS Access database to set up ad tests benchmarks which increased analysis efficiency

Cellular Connections, Buffalo, New York June 2005 – July 2008
Customer Service Supervisor

- Managed and motivated sales team of 10 employees who generated an annual sales of \$1.5 million
- Identified and met customers' needs for wireless service and consistently fulfilling sales quota
- Promoted to management trainee program within 11 months after demonstrating outstanding service

ABC Medical Supplies, Boston, Massachusetts June 2003 – May 2005
Sales Representative

- Targeted and promoted medical equipment to home health organizations and hospitals
- Developed and implemented individual and team strategies which resulted in a 20% increase in sales
- Received Sales Representative of the year award for exceeding goal by 10%

Additional Information

- Fluent in French
- Toastmasters (2003 – 2008)
- Hobbies include golf, reading, art appreciation and marathon running