

MR. ROBIN WOLF

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SUMMARY of QUALIFICATIONS

Sales Professional who thrives in ever-changing markets. High initiative, energetic, self-starter, who is organized, disciplined, and goal focused. Proven record of success in Business-to-Business sales. Excels at delivering product presentations. Versatile and Adaptable.

Special strengths and areas of expertise include:

- **Outstanding Sales Accomplishments** – proven track record of success, meeting and exceeding sales quota's selling various goods and services
- **Building Strong Customer Relationships** – based on trust, responsiveness and mutual benefit, identifying and implementing specialized promotions to meet clients needs and goals
- **Excellent Communication and Presentation Skills** – at all levels, including staff, customers, corporate management. Responsible for effective delivery of all external communications
- **Training and Guidance** – providing product knowledge training for customers and co-workers; coach and mentor new sales representatives
- **Computer Applications** – working knowledge of Power Point, Excel, Word, Web Site Hosting, Design and Access

PROFESSIONAL EXPERIENCE

United States Postal Service, Pittsburgh, PA
Business Solutions Specialist

2010 - Present

Responsible for new account acquisition for the Greater Pittsburgh area. Working with fortune 1000 companies, selling domestic and international shipping and mailing solutions for large and small commercial customers. Provide customers with solutions that are easy to implement in their current work environment.

- Attained exceptional contributor level in 90 days for the entire fiscal year of \$1.2 Million
- Achieved \$3.4 million in sales for fiscal year 2011 with a goal of \$ 1 million
- Attained 337% in sales for fiscal year 2011
- Selected to attend trade show training, only 3 selected out of 110 in the Eastern Area

Canon Business Solutions, Pittsburgh, PA
Senior Account Executive

2008 - 2010

Responsible for new account acquisition and customer base retention through the sales of hardware and software products to major accounts.

- Attained 200% of Quota, in July and Ranked #1 in the Pittsburgh office
- Meeting and exceeding sales quota's, Average quota attainment 118% per quarter
- Attained 126% for the 3rd quarter of 2008
- Attained 134% for the 4th quarter of 2008

DHL Express, Pittsburgh, PA **2002 - 2008**
Field Services Supervisor **2007 - 2008**
Account Executive **2003 - 2007**
Sales Specialist **2002 - 2003**

Responsible for new account acquisition, customer base retention and developing long term relationships with current and future customers, selling DHL Express Services, Domestic, International Freight, Global Mail, & DHL at Home Products. Developed long term relationships with key decision makers of Fortune 1000 companies.

- Promoted to Account Executive 7/2003 from Sales Specialist.
- Ranked #1 in sales for the 4th quarter of 2005 and the 1st and 2nd quarter of 2006 in Pittsburgh area.
- Meeting and exceeding sales quota's, Average quota attainment 112% per quarter.
- Promoted to Field Services Supervisor 4/2007 from Account Executive, responsibilities include, managing 90 couriers, safety compliance, worker compensation, training, fleet services, and payroll.

CEI (Computer Enterprises, Inc.), Pittsburgh, PA **2001 - 2002**
Regional Account Executive

Responsible for new account acquisition developing relationships with applications managers, and CIO's. Placed consultants with multiple skill sets into appropriate contract for hire positions. Developed relationships with key decision makers of Fortune 1000 companies. Completed weekly activity reports describing potential prospects in a 30/60/90 day format. Coordinated placements with recruiters, technology directors, and prospects.

Choice One Communication, Pittsburgh, PA **2000 - 2001**
Account Executive

Performed new account acquisition through various forms of prospecting selling telecommunications voice and data services. Identified, targeted, and proposed the largest accounts in company history.

- Attained 318% Quota, first month on the job.
- Recognized as "Top Sales Representative" for lines and revenue in September 2000.
- Recognized as "Top Account Executive", October and November 2000.
- Ranked #1 Sales Representative for the Pittsburgh Office 2000, 136% of Quota.

Shared Technologies Fairchild (Intermedia Communications), Pittsburgh, PA **1998 - 2000**
Senior Sales Executive

Responsible for new account acquisition and customer base retention, selling hardware and software products to major accounts. Sold telecommunications products: Nortel, NEC, Octel (Lucent), Active Voice, Comverse, Softech Telecom, Cisco.

- Targeted new accounts and reoccurring revenue opportunities.
- Negotiated maintenance contracts, (Partnership Maintenance Contracts).
- Achieved 117% of goal in total revenue volume sold.

Lucent Technologies, Pittsburgh, PA **1997 - 1998**
Account Executive

Marketed, developed and sold business telephone systems, multimedia messaging, computer telephony and data networks. Generated sales through cold calling, direct market mailings and telemarketing. Trained and managed new Account Executives.

- Made first two sales in this branch.
- Averaged 66-70% of total office revenue, every month.
- Leading producer in gross sales and units and largest revenue amount since July 1997.
- Winner of final four contests nationwide, largest revenue volume sold, 321% of goal.

BW Enterprises, Inc., Pittsburgh, PA

1980 - 1997

A family owned and operated corporation, specialized in recycling and brokering of industrial lubricating oils. Sold recycling services and lubricating oils in the Tri-State area. Operated in-plant oil recycling equipment on customer sites. Designed and processed all data involved in shipping and billing. Strengthened customer relationships and improved customer service.

EDUCATION/PROFESSIONAL DEVELOPMENT

B.S., Business Administration, Robert Morris University, Moon Township, PA

Completed numerous company sponsored training classes including Spin Probe Selling, Strategic Selling, Solution Based Sales, etc.

Member - BNI (Business Network International) Pittsburgh Chapter, networking through BNI members.