

# ROBERT M. SUGAR

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Results-driven and highly accomplished Sales Professional with a proven track-record of generating new business through strategic negotiation while cultivating new relationships with key decision makers. Adept at aligning company products and services with client needs to ensure satisfaction and repeat business. Currently seeking an Inside Sales position which will effectively utilize all acquired skills and abilities, bringing 7+ years of related experience.

## PROFESSIONAL PROFILE

ACME SOFTWARE – Arlington, VA

January 2008 – Present

\$10M Cyber Intelligence Software Company

Senior Sales Account Executive

Responsible for selling anti-phishing, identity theft protection, and monitoring solutions to financial, advertising, and Fortune 500 industries.

- Sold \$646K in 2008 (103% of Quota, #1 of 3)
- Successfully closed a \$200K deal with BB&T (replaced #1 competitor)
- 2008 President Club Winner (only TeleSales Rep to qualify)
- Achieved quota 5 out of 6 quarters
- \$25K average deal size

THE GLENGARRY GROUP, INC. – Vienna, VA

January 2007 – January 2008

Privately held outsourced Inside Sales Service Provider for High-Tech Solutions

Senior Sales Account Executive

Execute telephone prospecting campaigns to identify qualified sales opportunities for high-tech companies.

Participate in weekly progress meetings with clients to discuss pipeline contributions, metrics, and campaign strategy.

- Recruited to Glengarry Group by company's Project Manager
- Ranked #1 (out of 18) in quota attainment 3X in 12 months
- Consistently ranked in top 25%, among 18-person team
- Received job offers from both clients (Acme Software and Wigit Technologies) in January 2008

COLD CALLING, INC. – Herndon, VA

May 2004 – January 2007

Privately held outsourced Inside Sales Service Provider for High-Tech Solutions

Senior Sales Account Executive

Responsible for performing lead generation activities for clients. Fluent with the following technologies: Voice Over IP (VoIP), Customer Relationship Management (CRM), Video | Audio | Web Conferencing, Telecommunication Expense Management.

- Recognized as "Sales Executive of Quarter" 3X in 11 Quarters
- Promoted to Team Lead overseeing company's largest client
- Received job offers from two clients (Soft Wares, Inc and Game Changing Technology) in Q4 of 2006

ABC CABLE COMPANY – Chantilly, VA

January 2002 – June 2003

\$15.4B Telecommunications Provider

Senior Sales Account Executive

Responsible for selling video and data solutions over the telephone earning "Sales Executive of Quarter" twice

## PROFESSIONAL TRAINING & DEVELOPMENT

Sandler Sales Institute | Voice Shaping – The Great Voice Company | The Art of Selling – Ron Levine  
GREAT Sales | Salesforce.com System Administrator | GoToMeeting | Jigsaw | LinkedIn | Hoovers