

ROBERT SMITH

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Hiring Manager:

I would like to express my interest in applying my work experience to an **Advanced Sales** position at the Disney Vacation Club. In addition to having a successful position in Florida Real Estate sales, I am also a personal owner of vacation ownership at the Disney Vacation Club.

Currently, I am seeking a long-term career opportunity with a company in need of someone with exceptional Business Management & Sales experience across diverse environments. I have attached my resume for your review. The following are strengths and capabilities that I can bring to a position:

- 20+ years broad experience in Management, Sales & Marketing, Administration, Staff Leadership, Training & Development, Customer Service, and Communications for successful companies.

Real Estate Highlights:

- ✓ Enhanced sales goals and company's revenue by increasing customer base and improving transaction amounts; recognized as 'Top Producer' – generated \$1,371,000 in sales during 1st year; ranked 4th in Sales of 26 agents.

Entrepreneurial Highlights:

- ✓ ** Founded company as sole owner; negotiated favorable deal to purchase assets from lender of previously failed owner (United Carpentry); led operations team and revitalized entire venture, growing annual revenues in excess of \$1M annually.
- ✓ Enhanced sales goals and company's revenue by increasing customer base and improving transaction sizes; over 16-year ownership tenure yield annual sales ranging from \$1.5M - \$2.5M.
- ✓ Established reputation for cost-saving abilities that resulted in material cost reductions averaging 10%.
- Strong work ethic and sense of pride in performing all responsibilities; welcome new challenges to learn and contribute to company's overall performance and productivity objectives and initiatives.
- Creative and aggressive self-starter with integrative thinking skills, capable of forming and maintaining positive and productive working relationships in internal, external, independent, and team environments.

I welcome the opportunity to personally discuss my professional background and experience with you. I look forward to hearing from you soon to arrange a meeting.

Thank you for your time and consideration.

Sincerely,

Robert Smith