

Robert A. Smith
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FST Logistics – LTL Sales/Account Management June 2018 to November 2019

- Weekly Prospecting and Tracking sales and revenues
- Visit Customers, QBRs, Cross sell and upsell accounts
- Manage accounts, handle issues as they arise
- Complete RFP/RFQ
- Work the pricing and operations to secure customers, onboard new customers
- Ensure customers satisfaction and assist with customer service

Delaware Co. Sheriff's Office – Deputy Sheriff January 2018 to April 2018

- Attended Ohio State Highway Patrol Academy

Colonial American Development Corp. - Project Superintendent June 2015 to May 2017

- Organize day to day activities on jobsite
- Manage sub-contractors daily
- Keep project on schedule and budget, solve issues as they arise
- Ensure buildings are built according to plan
- Negotiate contracts and meet with inspectors

Smith Insurance Services Inc.- Marketing/Sales Support January 2007 to 2014

- Quote prospective customers
- Collect digital images of all properties being insured for underwriting purposes
- Call each new client to confirm and thank them for doing business with our agency
- Call existing client lists to survey customers regarding customer satisfaction
- Call each existing client to confirm renewals and set meetings for annual reviews
- Inspection of properties for insurability standards

Accomplishments

- OSHA 30 hour
- Eagle Scout (BSA-Boy Scouts of America) awarded 2008
- Spanish Speaking
- Boy Scouts National Honor Society the Order of the Arrow
- Studied abroad in Nepal, Tibet and Qatar. One of the last non-Chinese citizens permitted to set up Base Camp at Mt. Everest.
- Mission trip to Pennsylvania-House painting, reconstruction and lawn maintenance for an elderly woman after a tree fell on the property
- Mission trip to Kentucky- New cabin construction for a hunting ranch that was built for disabled people
- Mission trip to New York- Restoration of a 150 year old church in Brooklyn

Education

- Ohio University 2016-December 2017 - Bachelors of Science of Applied Management
- Columbus State Community College 2012-2016 – Completed AAS in Construction Management
- Miami University 2011-2012 school year with undeclared major
- High Point University 2010-2011 school year with Business major

*References available on request