



# Robert T. Wilson

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## Furniture Manufacture Sales Executive

Positive, energetic sales executive with 20+ years experience in the furniture industry. Career spent at Ashley Furniture Industries with expanding responsibilities across a breadth of divisions and products. Consistently met or exceeded sales quotas with honest and rigorous customer management. Extensive knowledge and relationships with customers in Tennessee and South Kentucky.

<i>Customer Service</i>	<i>Account Management</i>	<i>Product Sales Strategy &amp; Execution</i>
<i>Marketing Partnerships</i>	<i>Active Listening</i>	<i>Sales Quotas</i>
<i>Territory Management</i>	<i>Team &amp; Performance Management</i>	<i>Proactive Planning</i>
<i>Adaptability</i>	<i>Problem-Solving</i>	<i>Time Management</i>

## Professional Experience

**Ashley Furniture Industries** 2003 to Present

### *Stationary Division, Marketing Specialist* | Apr 2013

Representing Stationary Upholstery, Occasional tables and accessories. Regularly assisted in planning and executing marketing shows that introduced marketing ideas to our customers to create and plan promotions.

- Marketing Specialist Team of the Year Award, 2019

### *Motion Division, Marketing Specialist* | 2010 - Apr 2013

Representing Motion Upholstery, Home Office, Home Entertainment and Occasional Tables in East Tennessee and Southeast Kentucky. Created selling tools for customers that builds packages to retail.

- Marketing Specialist of the Year, 2011

### *Millennium Division, Marketing Specialist* | 2003 - 2009

Represented Import Casegood Bedrooms, Dining Room, Home Office & Entertainment, as well as Occasional Tables. Grew account base as well met and exceeded sales quotas.

- Rookie Marketing Specialist of the Year, 2005
- Ashley Homestore Marketing Specialist Team of the Year, 2006

## EDUCATION

Mississippi State University

*Bachelor of Agricultural & Life Science*