

ROBERT D. GLOVER

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PROFESSIONAL SUMMARY:

Over 4 years of inside sales and over 10 years of graphic design experience. Account management skills including building strong customer relationships and coordination of outside sales reps with potential customers and leads. A vast working knowledge of Oracle, Microsoft Office programs, Corel Graphic Suite, web design software and HTML editing abilities.

EDUCATION:

The Art Institute of Atlanta

Atlanta, GA

Associates degree in Visual Communications 1993

Kennesaw State College

Kennesaw, GA

Further education after graduation from the Art Institute

EXPERIENCE:

2005 to 2009 - Whirlwind

Manufacturer of steel buildings and components

- As an inside sales representative I managed accounts by assisting customers in obtaining correct materials and coordinating their timely manufacture and delivery with other departments. Gained a vast knowledge of the production and usage of the goods manufactured which enabled me to assess pricing needs while still maintaining a profit.

1997 to 2003 - ICG NikoNET

Fax, email and internet enhanced messaging company

- As Creative Service Specialist I designed fliers for email and fax broadcast based on client and industry specific needs. Assisted in creation of presentations and web content to assist sales force in obtaining new customers and educating the existing customer base.
- After promotion to Art Director I played the key roll in redesign of company logo, collateral pieces and website after NikoNET's acquisition by ICG in June of 1998. Position duties included maintaining a high level of customer satisfaction by overseeing other artists in all aspects of design. Developed the Internet and email design portion of the services package along side programmers and sales reps to further our position in the enhanced messaging market. Advanced marketing position by creating presentations, booth design and attending tradeshow to stay on the cutting edge of the industry.

1997 - Park Holdings

Owner of multiple travel based services.

- Contracted to assist with Graphic & Marketing Development including logo design for a limo company, marketing strategies through signage for Park and Fly and full color brochure for motor coach sight seeing company.

1994 to 1996 - Data Graphic Inc

Provider of print goods for business.

- As Composition Specialist I performed various pre-press operations including the layout and separation of negatives as well as dark room and camera work for print plate production.