

ROBERT SMITH

Deal Desk Analyst

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Phone: (0123)-456-789

SUMMARY

As a Deal Desk Analyst, Provided analysis and insights to enable the Field HVAC Equipment Leadership and Deal Desk teams to achieve secured margin, volume, win rate, and market share growth expectations.

SKILLS

Collaboration, Negotiation, Adaptability.

WORK EXPERIENCE

Deal Desk Analyst

ABC Corporation - 2001 – 2010

- Performed compliance controls to make meaningful reductions in Adobe's risk exposure in high-risk deals.
- Recommended corrective actions to resolve non-compliant deals.
- Managed communications and escalations, provide deep insight into outcomes of deal reviews.
- Identified and drove improvements in controls and on high-risk deal review processes.
- Worked with policy owners to drive program improvements to further drive improved compliance.
- Patched, secured, monitored, maintained systems and the performance of workloads are the primary responsibilities for this position.
- Managed hardware, software, and utilities for installation, modification, troubleshooting, maintenance, and upgrades of operating systems and server environments.

Deal Desk Analyst

Delta Corporation - 2011 – 2015

- Experience in Order Management/Administration in a fast-growing environment.
- Ability to prioritize to meet business needs.
- Ensure Quotes and Order Forms are approved within pricing and discount policies.
- Run day-to-day quote and pricing approvals.
- Assist Sales with building Order Forms.
- Ensure opportunities are accurately entered and properly booked in the CRM tool.
- Provide proactive support and guidance to the sales team in order to help drive new deals as well as up-sell opportunities.

SCHOLASTICS

- Master's in Business Administration

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Richard Bailey



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Word 2007 In Simple Steps Kogent Solutions Inc,2008-02 WORD 2007 IN SIMPLE STEPS is a book that helps you to learn WORD 2007 the latest offering from Microsoft Being precise and complete it offers the reader a cutting edge in the field of Microsoft Office With an easy to understand style lots of examples to support the concepts and use of practical approach in presentation are some of the features that make the book not only unique but also provides a sort of limited edition look to the book MCAS Office 2007 Exam Prep Ron Gilster,2009-06-11 Score Higher on the MCAS Exams We provide you with the proven study tools and expert insight that will help you score higher on your exams Clear and simple explanations lists and screen shots walk you through the Microsoft Office processes you need to know to score well on the MCAS exams Study strategies challenges and key terms focus your study so you can maximize your preparation time Comprehensive discussion of all subject areas covered on the MCAS exams Practice Questions that include detailed explanations of correct and incorrect answers so you can learn the material from your success and mistakes This book covers all the skills measured by the MCAS Exams for Microsoft Office 2007 including Creating customizing formatting and organizing Word documents Working with visual content references and document review processes Creating manipulating and formatting data and other content in Microsoft Excel Presenting Excel data visually with charts and illustrations Sharing and securing Microsoft Office content Creating formatting and delivering PowerPoint presentations Managing messaging scheduling and tasks with Microsoft Outlook Working with Outlook contacts and personal contact information Structuring presenting managing and maintaining Access databases Building and modifying Access queries This is the eBook version of the print title Note that the eBook does not provide access to the practice test software that accompanies the print book

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Food Science Manal K Abdel-Rahman, Aly R Abdel-Moemin, We have the responsibility to build a bridge to link computer revolution with nutrition and food science So we are hoping that those students who would like to pass on this bridge could be able to see the whole picture of what the computer applications course is all about Then next how the computer enriches our specialization and what to expect in the near future about for updating development in that field We wish this book to be in a great benefit to students of Nutrition and Food science and Dietetics programme Dr Manal K Abdel Rahman Dr Aly R Abdel Moemin

Professional Excel Development Rob Bovey, 2009 The definitive guide to developing applications with Microsoft Excel this book is written by four authors who are Excel MVPs and run their own companies developing Excel based applications

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Developing Workplace Skills for Young Adults with Autism Spectrum Disorder Michelle Rigler, Amy Rutherford, Emily Quinn, 2016-07-21 This practical college curriculum helps students with Autism Spectrum Disorder ASD to enter into working life with confidence With visual reinforcements and exercises it teaches young people strategies for managing the stresses and challenges of employment

The Role of Libraries in Promoting Lifelong Learning Dr. Preeti Rani Mishra, 2025-07-05

The Science Of Finding a Job Nancy Schreimann, 2012-11-06 This book

provides step by step hand holding in the job search process from identifying where to apply creating resumes for different positions making and keeping contacts application process interviewing self branding following up and finally how to retain a job once you achieve the offer

Don't Spend A Dime James Floyd Kelly,2009-05-24 Stop paying for software A world full of high quality software is out there that you don't have to spend a dime for If you've just spent your entire computing budget on a PC only to find that you need software to do anything interesting this is the book that will show you how to get what you need without wreaking havoc on your finances Install the right software to make a great work computer for no extra cost Packed with the practical hands on guidance and technical know how that you've come to expect from Apress Don't Spend A Dime The Path to Low Cost Computing takes you on a tour of the very best zero cost software in each of the many categories that matter to the typical PC user Learn to edit photos on the Internet without having to install any software at all Find out where to get a free office suite for word processing and spreadsheet work Whatever your need James Kelly best selling technology author guides you through the exciting and often confusing world of zero cost computing This book Tells you what you need to install to have a fantastic work computer without spending a dime Saves you money by showing you how to meet your computing needs Saves you time by pointing you directly to the best free software Saves you work by illustrating the most commonly performed tasks with each zero cost software Gives you choices and the ability to make your own decisions for your own needs and requirements Before you go buy that 400.00 office suite or worse before you borrow it from work stop Let this book show you how to save hundreds of dollars in expensive software Learn all about the free tools that the digerati use to make their lives better and stop paying out the nose for software Don't spend a dime

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Training Guide Configuring Windows Server 2012 Advanced Services (MCSA) Orin Thomas,2013-11-15 Configuring Advanced Windows Server 2012 Services Designed to help enterprise administrators develop real world job role specific skills this Training Guide focuses on advanced configuration of services necessary to deploy manage and maintain a Windows Server 2012 infrastructure Build hands on expertise through a series of lessons exercises and suggested practices and help maximize your performance on the job This Microsoft Training Guide Provides in depth hands on training you take at your own pace Focuses on job role specific

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