

ROBERT SMITH

Deal Desk Analyst

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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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**Margaret Marple, Sharon Anne Fisher-
Larson**

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MODERN COMPUTER APPLICATION JOYRUP BHATTACHARYA, 2016-01-01

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Walkenbach, Herb Tyson, Faithe Wempen, Cary N. Prague, Michael R. Groh, Peter G. Aitken, Michael R. Irwin, Gavin Powell, Lisa A. Bucki, 2007-05-22 Completely revised for Office 2007 this best of the Bible presents Office you with the most useful content from leading experts like John Walkenbach Cary Prague Faithe Wempen and Herb Tyson The book features valuable information to help you no matter your level of expertise get up to speed on the new features in Excel Access Outlook Word and PowerPoint You ll quickly get savvy with the most widely used business application suite worldwide **Computer**

Applications in Nutrition and 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 **Instructor's Manual and Key with 3.5 IBM Disk to Accompany**

PowerPoint 7 for Windows 95 Margaret Marple, Sharon Anne Fisher-Larson, 1997-04-28 The Annotated Instructor's Edition provides the kind of point of instruction assistance you need to enrich your teaching with relevance and effectiveness It's designed to help you meet the diverse needs and learning styles of your students **Software Reviews on File**, 1995

The Job Hunter's Resource Guide A. D. Lowe, 1995

PowerPoint 7.0 for Windows Margaret Marple, Sharon Anne

Fisher-Larson,1999-12 PowerPoint 7 for Windows 95 equips students with the skills they need for success using Microsoft PowerPoint in today s hottest computer operating environment An extensive array of exercises teaches and challenges students while illustrations of screens and the accompanying icons help them to follow instructions for hands on practice Students gain real world experience by performing many of the same tasks required in business settings A comprehensive instructional package allows instructors to tailor the program to teaching styles lab needs student objectives and student learning styles **Beginning Access 2002 VBA** Robert Smith,Dave Sussman,Ian Blackburn,John Colby,Mark Horner,Martin Reid,Paul Turley,Helmut Watson,2004-08-04 What is this book about Access 2002 is the core database application within the Office XP suite Using VBA Visual Basic for Applications the user can create his or her own programs in what is essentially a subset of the Visual Basic programming language Using VBA with Access is a tremendously powerful technique as it allows you to create great user interfaces like forms or reports as a front end to actual data storage and manipulation within the database itself What does this book cover This book is a revision of the best selling Beginning Access 2000 VBA reworked to provide a rich tutorial to programming Access 2002 with VBA New material covers the enhanced options in Access 2002 for publishing data to the Web handling XML integrating with SQL Server Desktop Engine and so on Who is this book for This book is for the Access user who already has a knowledge of databases and the basic objects of an Access database and who now wants to learn how to program with VBA No prior knowledge of programming is required

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 **PC World** ,1993 *The Software Encyclopedia 2000* Bowker Editorial Staff,2000-05

Annotated Instructor's Edition with 3.5 IBM Disk to Accompany Excel 97 Carole Tobias,1997-07-02 The Annotated Instructor s Edition provides the point of instruction assistance you need to enrich your teaching with relevance and effectiveness It s designed to help you meet the diverse needs and learning styles of your students **Learning Microsoft Word 97** Iris Blanc,1997 Written for use with Microsoft s newest word processing application and a component of Office 97 this book s new features include Office Assistant drawing toolbar and graphics filters The CD ROM includes data files multimedia tutorial on browsing and Internet simulations Unique hardcover spiral allows the title to be displayed on the spine **Microsoft Word 2000** Kenneth C. Laudon,Kenneth Rosenblatt,1999-05 Part of the Interactive Computing series this work provides a visual way of developing and applying software skills This edition looks at Microsoft Word 2000 and it includes business focused case studies and Hot Tips boxes for advice The Complete Book of Electronic Security Bill Phillips,2002 Publisher s Note Products purchased from Third Party sellers are not guaranteed by the publisher for quality

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Stepping Thru Ms Office Int03tx Fulton,Neilsen,2004-04 *Microsoft Word 2000* Teresa Adams,Stella Smith,1999-04 An introduction to Microsoft Word 2000 Analytic Ability and Digital Awareness For Sem.-5 (According to NEP-2020) Kumar Sundaram,2025-06-14 Table of Content Part I Analytic Ability 1 Alphabet Test 2 Analogy 3 Arithmetical Reasoning 4 Blood Relation Test 5 Coding and Decoding 6 Inequalities 7 Logical Venn Diagram 8 Seating Arrangement 9 Puzzle Test 10 Missing Number 11 Syllogism 12 Pattern Completion 13 Figure Series 14 Embedded Figure 15 Counting of Figures 16 Cube and Dice 17 Paper Cutting and Folding 18 Data Sufficiency 19 Statement and Course of Action 20 Statement and Conclusion 21 Statement and Arguments 22 Statement and Assumption 23 Analytical and Decision Making 24 Inference and Passage Part II Digital Awareness 1 Fundamentals of Computer 2 MS Word 3 MS Excel 4 Introduction of Open Source Applications 5 Web Surfing 6 Cyber Security Objective Types Questions More Information The author of this book are Kumar Manglam Word 2003 Scott Basham,2004

Resume Template Deal Install Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has been apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Resume Template Deal Install**," written by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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