

# ROBBY BURTON

## SENIOR ACCOUNT EXECUTIVE



Meet Robby Burton! Robby has been a part of the DAR PRO team since March 2020 as a part of our external sales team. Originally from Portland, OR, Robby moved to Las Vegas where he attended and graduated from UNLV. He has lived in the Las Vegas area since 1998 but says his favorite place he has lived is Portland. He's a big fan of the Portland Trailblazers, so if you want to talk basketball – he's your guy. In the words of his teammates, Robby has been a great partner since he joined the team. When he was just starting out, he was a huge help in evaluating our current locations to upgrade them and improve their service. Even when he was just getting started, he asked a ton of questions and was a like a sponge absorbing anything and everything he could.

Learn more about Robby below!

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### **Q: What is it like being on the external sales team?**

A: As a Senior Account Executive, I am a link between our customer, the Customer Engagement Center, and the Plant. A typical day for me consists of working cross-functionally with the CEC, marketing, operations, others on the sales teams, keeping track of customer indoor equipment projects, and identifying sales opportunities to move the UCO needle at the plants I align with.

### **Q: How would you describe your team:**

A: The cheese to my macaroni. They're everything that I need. 9 of us. We're all isolated and we're independent. We are truly a team. All working to achieve that collaborative goal. Everybody is helpful.

### **Q: What is the favorite part of your job role and how do you engage customers?**

A: I need fulfillment. I enjoy helping our current and future customers finding solutions to improve their operations and attain their goals. I listen to their needs, assess how I can help, provide solutions and mix in humor.

### **Q: What do you like to do outside of work?**

A: After work you can find me outside. I've never met a basketball court I didn't like. Go Blazers!

### **Q: What is your favorite fried food?**

A: With healthcare guaranteed, I'm frying everything. On cheat days, my first thoughts are to put on some Post Malone and making some vanilla and cinnamon kissed apple latkes.