

Professional Summary

‘A driven Account Manager with proven experience in the FMCG sector. Adept at adding value to clients such as Weetabix, through strategic and encouraging relationships with the establishment. Demonstrates high productivity and effective strategies.’

Core Skills

- Relationship Management
- Team Management
- Stakeholder Engagement

Career History

Oct 2009 - Present

Outline
Managing a team to generate revenue and include brand new products.

Key Responsibilities

- Ensuring accurate quotations
- Maintaining effective working relationships
- Establishing new client relationships
- Directing new product lines to ensure growth
- Conducting regular review of KPIs
- Liaising with clients and delivered ahead of schedule
- Collaborating with sales proposition
- Creating business and ensuring that business is successful

Key Achievements

- Ensured 11% increase in sales
- Successfully closed accounts with high profile clients such as Shell
- Generated new revenue, an account that is now a major contributor
- Established a strong work culture according to the company's Trust
- Reduced costs from 3 warehouses in the region
- Maintained budget

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Jun 2006 – Sep 2008

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Global Account Director

Outline

Worked with various clients to ensure excellent service to encourage repeat business and a strong relationship between the client and the company.

Key Responsibilities

- Presented a proposal to the client, Macquarie Bank, to establish a new business relationship.

Key Achievements

- Consistently exceeded sales targets from 2007 to 2008.
- Received a gold award for being one of the most successful salespeople in the company.
- Received an award for being the most successful salesperson in the company.
- Successfully managed the client relationship.

Jun 2006 – Jun 2008

Outline

Assisted the sales team in managing the client relationship and the sales process.

Key Responsibilities

- Managed the client relationship and the sales process.
- Set up SLA and action plan.
- Coordinated the sales process and ensured the prompt response.
- Ensure the client relationship is managed within Global Financial.
- Ensured the client relationship is managed within Global Financial.
- Gained the client relationship and the sales process.
- Gained the client relationship and the sales process.

Key Achievements

- Successfully managed the client relationship and the sales process.
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Education

BSc (Hons)

A Level

GCSEs

Additional

I.T. Skills

Interests

References

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