

JOSEPH HILL

ACCOUNT MANAGER

Career summary

A professional and pro-active manager who always has an upbeat positive attitude and who possesses a successful track record in building and cultivating business critical relationships. Joseph is always calm and tactful and can deal with any situation that arises, he is an entrepreneurial team oriented person who thrives in a high-energy, fast-paced sales environment. He is always willing to take on board new ideas and to develop them further. He is now ready & qualified for the next stage in a successful career, and is looking for a suitable position with an ambitious company.

Work experience

Leisure Company

ACCOUNT MANAGER June 2008 – Present

Responsible for increasing market share and the uptake of products at a local level. Also in charge of providing clear lines of communication across all areas of the business.

- Managing a portfolio of accounts.
- Project managing campaigns; developing timetables and setting deadlines for clients and the technical team.
- Conducting "needs analysis" for clients.
- Providing formal quotations & Statements of Work ("SOW").
- Meeting with client to discuss and resolve topics and issues.
- Reporting to all superiors along established guidelines.
- Producing weekly, monthly and quarterly status reports.
- Providing regular sales and activity reports.
- Visiting clients and sites to monitor standards of services.
- Compiling and delivering winning sales presentations and proposals.
- High level telephone new business prospecting.

Event Management Company

ACCOUNT MANAGER July 2006 – May 2008

Academic qualifications

Nuneaton University 2003 – 2006

BA (Hons) Sales & Marketing

Nuneaton College 2001 – 2003

A levels Maths (A)
English (B)
Geography (A)
Physics (D)
Accounting (B)

Key skills

AREAS OF EXPERTISE

- Negotiating
- Delivery management
- Commercially aware
- Marketing
- After Sales skills
- Cost control
- Sales initiatives
- Technical awareness

ACCOUNT MANAGEMENT SKILLS

- Ability to understand and fully assess client needs and develop targeted solutions.
- In-depth understanding of both the Commercial and Public Sector.
- Advanced skills in Excel and PowerPoint.
- Knowledge of the client & product life cycle process.
- Demonstratable product and market knowledge.
- Good problem owner and solver.
- Ability to quickly learn, use and understand new technology.
- Strong business skills dealing at a senior level within customers and partners.
- Can sell across diverse networked products.
- Experience of working in a target driven environment.
- Able to develop a portfolio of key accounts.

PERSONAL SKILLS

- A clear, persuasive & personable communicator.
- A creative, lateral thinker, able to constructively build on the existing sales model.
- Articulate, poised and a good communicator.
- Having clarity and sound judgment.
- Self-motivated and eager to take ownership of responsibilities.
- Having a natural drive with a loyal, strong, and proactive work ethic.
- Capable of working alone & under own initiative at times, within strict and specific time scales.
- Proven motivational and leadership skills.
- A team player with an enthusiastic attitude.

REFERENCES

Available on request.

CONTACT DETAILS

Dayjob Ltd, 120 Vyse Street Birmingham B18 6NF

T: 0044 121 638 0026 - E: info@dayjob.com

W: www.dayjob.com



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