

# MARTIN BELL

ACCOUNT MANAGER

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## Summary

A dynamic and ambitious professional who is results orientated and committed to growing a business from within. Martin possesses the right attitude that will fit in to any existing highly skilled team and has the same passion and drive for every project he works on. He is a well-organised individual with an effective use of time management and an ability to prioritise effectively and be flexible where necessary. Right now he would like to further an already successful career by working for a ambitious company in a stimulating and challenging work environment.

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## Skills

### Sales

New business generation  
Telemarketing  
Market intelligence  
Market penetration  
Meeting sales targets  
Marketing performance  
Administrative tasks  
Advertising campaigns

### Management

Joint planning  
Financial reporting  
Database building  
Brand reputation  
Monitoring budgets  
Process management  
Internal reporting  
Consulting

### Personal

Troubleshooting  
Professional manner  
Amicable  
Can handle stress  
Always pro-active  
Enthusiastic  
Product knowledge  
Communication skills

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## Career

ACCOUNT MANAGER

May 2007 - Present

Insurance Company

Responsible for performing tasks that will maximise business opportunities in new and existing markets. Also in overall charge of establishing, maintaining and developing working relationships with both internal and external partners.

- Maintaining a list of key client accounts and working to cultivate these clients.
- Analysing and interpreting sales data to identify unexpected patterns and trends.
- Building up a sales pipeline of business opportunities that will ensure sales targets are met.
- Proactively seeking out commercial opportunities and partnerships.
- Promoting and selling additional applications and services to clients.
- Providing realistic plans and forecasts on customer performance.
- Dealing with all aspects of a marketing campaign.
- Ensuring customer compliance with all agreements.
- Leading project management activity.

ACCOUNT MANAGER

Feb 2006 – May 2007

Retail Wholesalers

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## Academic

Nuneaton University                      2003 – 2006  
Retail Management BA (Hons)

Nuneaton College                      2001 – 2003  
A levels:    Math (A)    English (C)    Physics (B)    Geography (D)

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## References

Available on request.



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