

Personal statement

An exceptional team player who is proactive, efficient, methodical and has strong interpersonal and people management skills. Gary is a creative problem solver and team player who thrives in a collaborative and dynamic environment and who is able to provide innovative, customer focused ideas to Key Customers by understanding their brands, platforms and strategies. He is confident, tactful, possesses a persuasive manner along with great business sense and has the ability to work to budgets. Having successfully advanced his career with a large global organisation Gary is now looking to broaden his career with an exciting UK based company.

Employment History

Stock Broker - Coventry

ACCOUNT MANAGER **April 2009 - Present**

Responsible for managing commercial relationships with existing large and multi-site blue chip clients. Proactively contacting clients to maintain a consistent high level of service delivery, whilst at the same time constantly striving to identify new business opportunities with them.

Duties:

- Monitoring the day to day commercial performance of each account within a portfolio.
- Providing detailed information and reports to the directors of the company as and when required.
- Check and identify accounts that are likely to become a bad debt or "zero balance" account.
- Playing an integral role in new business pitches being responsible for the on-boarding of new clients.
- Upkeep of electronic records using cloud based technologies.
- Keeping up to date with market developments and what competitors are doing.
- Conduct reviews on accounts on a regular basis to evaluate a clients' demands & usage of their account.
- Assisting with the preparation of contractual agreements and ensuring that these are fully adhered to.

Book Supplier - London

ACCOUNT MANAGER **October 2008 – April 2009**

Recruitment Agency - Watford

ACCOUNT MANAGER **June 2008 – October 2008**

Areas of Expertise

Direct marketing	Product development	Negotiating prices	Identifying client needs
Market research	Account development	Process evaluation	Problem solving
Business development	Strategic planning	Presentation skills	Project management

Account Management skills

- Persuasive and confident in new business pitching.
- Experience of managing major national accounts at head office level.
- Able to work closely with all departments within a company.
- Ability to identify and convert new business opportunities.
- Ability to create Power Point presentations.
- Have previously designed, developed and implemented sales courses for sales staff.

Academic Qualifications

Birmingham North University - 2005 - 2008 - Business Studies BA (Hons)
 Sales & Marketing - Diploma
 Birmingham South College - 2003 - 2005 - Commerce Diploma

References - Available on request.



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