

Maxine Curry

Relationship Manager

AREAS OF EXPERTISE

Relationship management

Customer service

Client management

Cross-selling

Client mapping

Global Compliance

Relationship

PROFESSIONAL

PRINCE2

MSP qualification

PERSONAL SKILLS

Strong willed

Sociable

Focused

Hard working

CONTACT

Maxine Curry
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Driving license: Yes
Nationality: British

PERSONAL SUMMARY

Maxine is driven to get things done and deliver the best possible customer journey. She has a collaborative and integrated approach to delivering best-in-class customer solutions and has the ability to influence and challenge stakeholders to ensure the right business outcome every time. In her current role she manages a number of teams with differentiated roles and responsibilities. She has been acknowledged by the company directors for consistently conceiving, navigating and closing new business deals. Right now she is looking to join a company that has a winning culture built on a platform of integrity and a spirit of innovation.

WORK EXPERIENCE

Company name – Birmingham

RELATIONSHIP MANAGER Jun 2013 – Present

Using written and verbal communication skills to convey information to both internal stakeholders and external clients.

Duties:

- In charge of a designated region and responsible for the development and growth of all businesses within that territory.
- Growing and developing relationships with corporate clients.
- Presenting complex commercial deals and information to strategic clients.
- Rigorously implementing performance management systems and techniques.
- Promoting and implementing good working practices at every opportunity.
- Managing an online community of past and current clients.
- Delivering a sustainable income stream through meeting core sales target.
- Creating and developing relationships that end in tangible results.
- Visiting customers to improve business relationships with them.
- Setting targets for revenue, profitability, volumes and customer satisfaction.

Company name - Location

JOB TITLE Employment dates (i.e. Aug 2011 – Jun 2013)

KEY SKILLS AND COMPETENCIES

- Customer contact and interaction.
- Isolating problems and quickly identifying the solution.
- Cross selling a wide array of products across multiple platforms.
- A comprehensive understanding of maths, especially percentages.
- Comfortable interacting with client senior management.
- Willing to take on extra responsibility and duties if necessary.
- Handling market research in terms of competition and market trends.

ACADEMIC QUALIFICATIONS

Nuneaton University **2008 - 2011**
BSc (Hons) Business Management

Coventry Central College **2005 - 2008**
A levels:
Maths (A) English (B) Technology (B) Science (C)

REFERENCES – Available on request.



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