

## **≛** Profile

Passionate Key Accounts Manager at an established publishing house with seven years of experience managing several key client accounts. I am responsible for business expansion and strategic planning, with the main focus on customer experience. A team player with excellent written and verbal communication skills, well organized, and eager to expand my career as an account manager

## Employment History

### Senior Key Accounts Manager at Fruit and Veggie Land, Jacksonvillie

January 2020 - Present

Improved client satisfaction ratio by 12% over the last two years by implementing feedback tools.

- Set up and help with a sales strategy for new ranges of services and products
- Acquire new clients
- · Maintaining knowledge of competitors and industry.
- Ensure highly professional support to customers.
- · Deliver sales pitches
- Influence sales strategies.
- Give creative marketing strategies
- Assist in digital and social marketing strategies.
- Manage complex issues and find solutions to fit customers.
- Generate new accounts.
- Responsible for completing contracts and tracking progress.
- Train and supervise team(s).
- · Research industry trends, concepts, and techniques.

## Key Accounts Manager at PHP Financial Services, Olsberg

January 2018 - January 2020

The average timeframe of contracts under my management span between three to eight years. No contract for which I am responsible has been canceled.

- Build and maintain lasting relationships with clients.
- Develop relationships with stakeholders and executive sponsors.
- · Deliver solutions to clients' needs and objectives.
- Collaborate with the sales and marketing teams to expand client base and enhance the existing customer experience.
- Manage complicated client requests and issues.
- Regular reporting on client accounts.

#### Assistant Key Accounts Manager at ASL Merchant Bank, Manhattan January 2014 — December 2017

#### **Details**

1515 Pacific Ave Los Angeles, CA 90291 United States (541) 754-3010 email@email.com

Place of birth San Antonio

Driving license Full

#### Links

Facebook Linkedin

#### Skills

Problem Solving

Adaptability

Time Management

Leadership

Adobe Illustrator

Customer Service

Communication Skills

Marketing Strategy

**Business Strategy** 

Microsoft Office

**Business Development** 

Budgets

Research

Analytics

Social Media

Cloud-Based Collaboration Platforms

# **Key Account Manager Resume Examples**

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