



# Bruce Williams

Key Accounts Manager

## 👤 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, Jacksonville

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](mailto:email@email.com)

Place of birth  
San Antonio

Driving license  
Full

## Links

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## Skills

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