

Key Account Manager

Greg Smith

City, State
000-000-0000
email@email.com

Other Skills

Implementing Marketing and Promotional Strategies:

- Conducting regular workshops and seminars for target customers.
- Designing marketing campaigns in collaboration with the marketing team.
- Closely liaising with the marketing team about campaigns/workshops/seminars.
- Ensuring successful implementation of marketing strategies and the evaluation of their effectiveness.

Key Account Management:

- Introduced new products to existing customers.
- Responding to client communications or queries.
- Providing technical customer support as necessary.
- Presenting business proposals to prospective clients.
- Monitoring the effectiveness of any marketing campaigns.
- Collecting and communicating customer requirements to all necessary departments.

Customer Relationship Management:

- Effective management of CRM tool.
- Utilizing all sales and marketing resources to their maximum effect.
- Conducting the periodic survey to determine satisfaction level among customers.
- Collaboration with various verticals to give unique solutions to customer ensuring greater satisfaction, loyalty, and advocacy.

Interest

- **Movie:** Thriller, Horror.
- **Music:** Pop, Classical, Hip Hop.
- **Reading:** Adventurous, Fiction.
- **Sports:** Football, Jogging, Chess.
- **Traveling:** Adventurous, Sight-seeing, Camping.

Summary

More than 15 years in the management of sales and marketing, information technologies, business development and project management, including full profit/loss responsibility. Skilled in strategic planning, staff motivation, and coaching, managing international teams, experience in analyzing of systems and business processes, planning and managing budgets, managing effective cost control mechanisms. Interface with staff and management demonstrated success in the development of long-term business partnerships and contract negotiations with 3rd parties.

Work Experience

Key Account Manager

2014-05 - Present

Deloitte

- Developing an in-depth knowledge of the entire range of products with Agilent.
- Promoting products to achieve monthly, quarterly, and yearly sales targets, as agreed with the Reporting Manager.
- Managing existing and acquire new customers in the assigned territory Providing technical training and support to customers, attending meetings, conferences, and Seminars as required to promote products.
- Regularly updating and maintaining a clean SAP CRM tool.
- Liaising with all departments to improve processes.
- Developing new business by penetrating competitive accounts, exploring new areas of applications, and proactively manage accounts within the allocated market segment.
- Maintaining client retention levels through strategic relationship building and providing customers with high-quality technical advice whilst maintaining focus on maximizing sales potential.
- Producing accurate forecasts of opportunities available, working with cross-divisional teams to meet the objectives and goals of the focus account program.

Key Account Manager

2010-02 - 2014-04

KPMG

- Consulted and monitored sales and operations.
- Previously taken Corporate Sales Executive position.
- Sole agent/distributor of Royal Selangor in Vietnam.

Key Account Manager

2007-08 - 2009-01

Grant Thornton

- Being responsible for developing new business opportunities and strategies with main Turkish mobile operators.
- Focused on to generate continuous growth in orders and sales, and ensure optimal customer service and satisfaction.
- Managed, coordinated, and executed short and long-term project plans.
- Financial management and budget responsibility for the mobile accounts.

Education

Bachelor of Business Administration
Massachusetts Institute of Technology

2003 - 2007

High School

1999 - 2001

Key Account Manager Resume Examples

Gerard Assey



Key Account Manager Resume Examples:

Handbook of Writing Effective Resume for Job Applications Parul Singh, 2009 This book helps you in getting the right job by putting your right resume in the right format It offers you the tools you need to get your dream job irrespective of the stage you have reached in your career The goal of this book is to optimize your marketability by offering you a customized individualized and targeted resume The step by step mechanism of writing resume is illustrated with examples in the Indian context

Résumé Rescue: Essential resume saving techniques Barbara J. Bowes, 2010

Winning Resume for Asian Job-Seekers Kathleen Pokrud, 2010-07-11 The First professional resume writing book The First professional resume writing book specially designed for Asian job seekers in the global marketplace Over 20 Senior HR professionals from leading Asian leading companies sharing what criteria they use in screening resumes

The World's Greatest Resumes Robert Wm Meier, 2005 A career counselor s guide to overhauling a resume including the world s first Resume Rater and Resume Quality Index real life success stories and more than 25 before and after samples

Resumes For Dummies Joyce Lain Kennedy, 2000-05-15 Dummies keep getting smarter That s why we ve updated Resumes For Dummies 3rd Edition to keep you one step ahead for the 21st century Starting with all the tips and tricks you ll need to showcase your skills and abilities on paper this edition also takes you into the world of the cyber resume Recent grads and veteran workers alike can benefit from the strategies worksheets and sage advice from author and nationally recognized careers expert Joyce Lain Kennedy Whether you re sending online or off you ll find out how to create resumes that dazzle with a strong first impression and leave a lasting impact with potential employers From choosing the right resume style to putting the right spin on employment gaps lack of experience or frequent job hopping Resumes For Dummies 3rd Edition brings you up to speed with everything you need for finding the right job in today s market

Get Ready, Get Hired! Gerard Assey, 2022-12-30 Congratulations You have taken your first major step to building your future Whether it s your very first formal interview on how to present yourself or if employed already and you just want to polish your resume or brush up on your interviewing skills then this guide covers all that you need to prepare you and catapult you into a successful career Employers are looking to hire young personnel that are keen and know how to use their talents abilities strengths and interests effectively But successful interviewing doesn t begin the moment you walk into the interview and end the moment you leave Successful interviewing includes preparation and follow up It takes hard work and sheer tenacity to identify the best situations to apply your superpowers You need to know yourself and you need help finding what it is you do that creates magic for others First remember that job interviews should be a process of two way communication Not only are they a tool for employers to use to evaluate you but they are also an opportunity for you to assess the job the organization and to see if there is a fit However for many people the fear of being put on the spot and meeting the interviewer s expectations can overshadow their interview performance And let s be frank almost everyone experiences some kind of nervousness or anxiety related to job interviews

which can manifest in different ways like talking too fast overusing fillers like ahh s or umm s not finding the right words to concisely respond to questions the dreaded sweaty palms and the list can go on But this nervous energy prior to an interview is not something to fear It is proving you want to do well Research says that it can in fact help you to perform better if you master the key to a successful interview The key to a successful interview being preparation and practice At an interview potential employers are trying to assess some of or all of the following Your attitude towards your job others and life in general Your qualifications for the position Your fit with the employer or organization What value will you bring to them What makes you different from the others being considered How well you have considered your reasons for applying How clearly you can express your potential contribution to the organization Your soft skills such as communication and professionalism How you are able to get along with others handling complex issues etc How you carry and conduct yourself and more Remember that if you don't manage yourself no one will Far too many people wait for someone else to create the circumstances that allow them to be happy at work No matter how much we sulk or complain about our lot the only person responsible for changing the situation is the one staring back at us in the mirror You only own your career Not your parents Not your college or organization Not your boss You own your professional development Finding yourself a new job can be an extremely time consuming and stressful part of one's life especially if you're a recent graduate and making your way into the job world for the first time Even if you're a successful professional looking for a new job finding the right job you're best suited for will take time energy research and all of your personal selling skills you can muster up in order to impress a potential employer Careful preparation is therefore necessary to produce optimal outcomes from an interviewing experience And this book Get Ready Get Hired will immensely help you do just that to catapult your career forward You will learn how to position yourself to stand out improve your job application and increase your chances of becoming the successful candidate You will discover how to write a strong resume create an effective cover letter and successfully prepare for a job interview taking your job application to the next level or finding the right career by making sure to wow the company and seal the deal to get the job

Military Resumes and Cover Letters Carl S. Savino, Ronald L. Krannich, 2001 Finally the ultimate resume and letter writing guide for transitioning military personnel Here is the book that provides important answers to many questions facing job seekers with military experience The book shows how to write produce distribute follow up and evaluate resumes and letters with maximum impact Identifying what employers really look for on resumes and letters it shows how to craft dynamite employer centred communications as well as Identifying 28 major myths and mistakes Outlining a 7 step job search process Revealing 65 key writing production distribution and follow up principles Specifying a 6 step military to civilian language translation process Examples of over 60 resumes and 14 letters Listing nearly 40 top Internet employment sites you should use with examples and sound career planning advice the book also includes several unique self evaluation instruments and resume data forms for strengthening job search communication

Winning at College Campus

Interviews Gerard Assey, 2024-01-16 Embark on a transformative journey from college graduate to corporate success with *Winning at College Campus Interviews* This comprehensive guide navigates graduates through every aspect of the interview process offering strategic insights and actionable steps for success From understanding interview stages and types to mastering effective preparation self presentation and skill assessment this book equips readers with the tools to shine in any interview scenario Engaging chapters delve into crucial topics such as behavioral interviews handling challenging questions and leveraging strengths With practical advice real world examples and interactive elements like mind maps and templates this book empowers graduates to confidently navigate interviews make lasting impressions and secure their dream roles *Winning at College Campus Interviews* is the essential companion for emerging professionals seeking to stand out and thrive in the competitive corporate landscape

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Sort Your Career Out Shelley Johnson, Glen James, 2023-02-21 The best investment you can make is in yourself and your career *Sort Your Career Out And Make More Money* is your go to guide for building a career that you love Dream jobs don't just come along you need to make them happen And this is the book that will show you how from creating the ultimate career strategy to getting paid what you're really worth Hint It's not just about changing the font on your resume With tips and guidance from two of today's top money and career experts you'll learn how to change jobs secure a promotion ask for a pay rise and much much more Whether you're preparing for a job interview or you're looking to make a radical change *Sort Your Career Out* has the smart advice you need for earning more and winning at work Inside you'll find practical activities that will help boost your bankability and take you further faster Along the way you'll also follow diverse case studies from real employees people who have been there done that and figured out the way forward *Sort Your Career Out And Make More Money* unpacks everything you need to Establish your career mindset define your purpose and unlock your skills and strengths Set concrete goals and create new opportunities for yourself Upskill with essential tips and templates for resumes cover letters interviews networking and more Know when to take risks and how to handle setbacks like burnout and unemployment It's time to discover more career flexibility and achieve your long term goals With this must read handbook you'll be ready to move up move on and feel more fulfilled with what you do every day

Electronic Resumes & Online Networking Rebecca Smith, 1999 Smith shows how to

use the Internet to conduct a better job search in this complete up to date resource guide that reveals where the jobs are how to make resumes available around the clock and how to inform the right people about one s job skills **Adweek** ,1996 Vols for 1981 include four special directory issues **Brandweek** ,2004-10 Your Resume Leonard Corwen,1993 If you ve set your sights on a better job with higher pay you need to write a powerful targeted resume and this classic popular guide will show you how Its packed with carefully crafted model resumes proven ways to make your interview count sample cover letters and the most practical authoritative job hunting information available anywhere Brighten Your English Writing Skills K. K. Singh,2022-03-13 Every human knows at least one language spoken or signed Linguistics is the science of language including the sounds words and grammar rules Words in languages are finite but sentences are not It is this creative aspect of human language that sets it apart from animal languages which are essentially responses to stimuli The rules of a language also called grammar are learned as one acquires a language These rules include phonology the sound system morphology the structure of words syntax the combination of words into sentences semantics the ways in which sounds and meanings are related and the lexicon or mental dictionary of words When you know a language you know words in that language However the sounds and meanings of words are arbitrary For the most part there is no relationship between the way a word is pronounced and its meaning **Career Shifts** Lucas Morgan,2025-03-03 Feeling stuck in your career Career Shifts provides a practical guide to help you transition to a more fulfilling professional life by leveraging your existing skills and experiences It emphasizes that a successful career change isn t about starting from scratch but strategically reinventing yourself Discover how to identify and showcase your transferable skills like project management or communication which are valuable across various industries The book also highlights the importance of networking to uncover hidden job opportunities and build connections in your desired field Career Shifts walks you through each stage starting with skills assessment and industry research to personal branding and mastering the art of informational interviews Learn how to craft a compelling resume and cover letter that highlight your value proposition to potential employers The book draws on case studies and expert interviews to provide real world examples and actionable advice helping you navigate the complexities of career transition with confidence and cultivate a growth mindset Ultimately this self help resource empowers you to take control of your career path providing strategies to secure your target role negotiate your salary and thrive in your new career By focusing on practical strategies and actionable advice Career Shifts helps you make informed decisions and land a fulfilling career without starting over completely Computerworld ,1986-10-06 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network **LinkedIn Profile Optimization For Dummies** Donna Serdula,2016-12-06 Optimize your LinkedIn profile and get results Your LinkedIn profile is essentially a

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