

JANE BULL ACCOUNT MANAGER

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PERSONAL SUMMARY A highly successful account manager who has a long track record of exceeding revenue goals and hitting targets. By ensuring that all transactions are profitable and meet the Gross Profit targets required by a company, Jane is able to maximise income growth for any employer she works for. She possesses a creative mindset and an ability to develop complex sales strategies that clearly define goals, strategies/tactics, and metrics for measuring success. She is now ready and qualified for the next stage in her career and is looking forward to making a significant contribution to an ambitious and exciting company.

AREAS OF EXPERTISE

- Risk management
- IT management
- MS Office
- Cost control
- Inter-personal skills
- Analytical skills
- Consulting
- Marketing
- Stock management

CAREER HISTORY Account Manager 2009 - Present
SEO COMPANY
Responsible for establishing and maintaining strong client relationships through regular close contact account management which includes regular face to face meetings, telephone and email communication.

Duties

- Acting as the key interface between the customer and all relevant divisions.
- Handling budgets, managing campaign costs and invoicing clients.
- Writing business plans for all current and opportunity tender business.
- Meeting with clients face to face promote the business through presentations.
- Project management of the roll-out of all new contracts and services.
- Utilize, review and update the client database.
- Conduct assessments of clients' credibility.
- Network with business partners and or distributors.

Account Manager 2008 - 2009
CARE PARTS SUPPLIERS

Account Manager 2006 - 2008
MANUFACTURERS

KEY SKILLS

- Able to manage a range of customer projects at any one time.
- A team player, fun, happy to muck in, ambitious, passionate, honest and energetic.
- Able to develop customized conceptual selling presentations.
- Maintaining relationships with clients by providing support, information, and guidance.
- Identifying individuals who can initiate and influence a buying decision.
- Strong numerical ability knowledge of handling and negotiating costings and prices.
- Self-motivated, possessing high energy levels and a desire to win.
- Can successful sell to large, complex, or national accounts.

ACADEMIC Nuneaton University 2003 – 06
BA (Hons) Supply Chain Management

Nuneaton South College 2001 – 03
A levels: Math - English - Physics - Geography

TRAINING Association for Project Management (APM) or Project Management Institute (PMI)

REFERENCES Available on request



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