



This document contains:

Example CV with Cover Page: See pages 1 - 4

Example Resume with Cover Page: See pages 5 – 6

Example CV

Your actual CV will be in MS Word and will be **fully editable**.

Your 3DCV and MS Word CV are **completely FREE**.



Andrew Bow

Senior Account Manager

Curriculum Vitae

View my **three-dimensional** CV at www.3dcv.co.uk/SalesSample

Andrew Bow

Senior Account Manager

Email: SalesSample@3dcv.co.uk Tel: 0203 301 3378 Other: 0203 301 3378

Profile: View my **3DCV** at www.3dcv.co.uk/SalesSample (PIN: 1234)



PERSONAL PROFILE

As an experienced Senior Account Manager my telecoms industry expertise and established client network could help your company achieve its ambition of growing in the telecommunications sector. Both existing and prospective clients will be impressed with my approach to innovative product presentations and the attention to detail with which I will manage their accounts. I am, above all else, passionate about building long-lasting client relationships.

SALES AND INDUSTRY EXPERTISE

Sales: B2B sales | Client management | Contract negotiation | Pre-sales support | Revenue accountability

Industry: Telecoms

CAREER ACHIEVEMENTS

- > Leading a team of 5 people to win an outsource contract for my company beating 10 UK competitors. Deal term of 3 years and contract revenue of £10m.
I demonstrated: Client insight | Sales planning | Internal influence
- > For my largest client, I created a three-year account growth plan which secured commitment from both my company and the client.
I demonstrated: Client insight | Sales planning | Personal insight | Sales innovation
- > Leading a sales and client team of 12 people to deliver revenue growth of 17% and profit growth of 20% in existing and new territories.
I demonstrated: Client insight | Sales planning | Product knowledge

EMPLOYMENT HISTORY

Call Centre Outsourcer Ltd	Client Services and Sales Director	Jun 2005 to current
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Call Centre Outsourcer Ltd are a UK-based provider of call centre outsourced services. With call centres in the UK and India they specialise in offshore solutions for both inbound and outbound calling.

RESPONSIBILITIES

- > Account planning and delivery to build client relationships and enhance the service delivery
- > P&L responsibility including revenue growth / performance targets
- > Managing a client delivery team of four people, providing strategic and tactical direction to ensure revenue, profit targets and client satisfaction / expectations are achieved
- > Scoping, designing and implementing new contact centre and technology infrastructure
- > Delivering in excess of £2.5million additional in-year account revenue

ACHIEVEMENTS

- > Leading a team of 5 people to win an outsource contract for my company beating 10 UK competitors. Deal term of 3 years and contract revenue of £10m.

- > For my largest client, I created a three-year account growth plan which secured commitment from both my company and the client.
- > Leading a sales and client team of 12 people to deliver revenue growth of 17% and profit growth of 20% in existing and new territories.

Call Centre Outsourcer Ltd	Strategic Account Director	Feb 2002 to May 2005
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Call Centre Outsourcer Ltd are a UK-based provider of call centre outsourced services. With call centres in the UK and India they specialise in offshore solutions for both inbound and outbound calling.

RESPONSIBILITIES

- > Implementation and management of 3 of the outsourced relationships with third party service providers, including performance measurement to ensure the agreed level of service is delivered
- > Acting as the communication point between the client and the outsourced sales and customer service teams, to identify and implemented process changes and improvements
- > Negotiation of pricing and terms for third party services
- > Promotion of Call Centre Outsourcer service to customers
- > Undertaking review meetings with key customers
- > Building relationships and influencing external parties in order to deliver the service

ACHIEVEMENTS

- > Leading a team of 5 people to win an outsource contract for my company beating 10 UK competitors. Deal term of 3 years and contract revenue of £10m.
- > For my largest client, I created a three-year account growth plan which secured commitment from both my company and the client.
- > Leading a sales and client team of 12 people to deliver revenue growth of 17% and profit growth of 20% in existing and new territories.

Telecoms Co Ltd	Key Account Manager	May 1999 to Jan 2002
Telecoms Co Ltd	Client Research Analyst	Sep 1997 to Apr 1999

EDUCATION AND QUALIFICATIONS

Sample University - Degree Business & Finance (2:1) | June 1997
 Sample High School - A Level Maths, Geography (B) | July 1993
 Sample High School - GCSE Maths, English, Geography, Art (B) | June 1991
 Sample High School - GCSE French, Physics, Biology (C) | June 1991

SALES TRAINING, AWARDS AND OTHER SKILLS

Training: Finalist - National Sales Awards | October 2003
 Training: Media Training | May 2000
 Training: Target Account Selling (TAS) training | September 1998
 Training: Microsoft Excel, Word & PowerPoint Training | January 1997
 Languages: French | Written: Intermediate | Spoken: Fluent

Skills: Sales proposition building | Intermediate | 5 years

Skills: Website development | Beginner | 3 years

Skills: Sales team leadership - up to 10 people | Intermediate | 2 years

PERSONAL DETAILS

Address: PO Box: Abintegro Ltd , PO Box 57970, London, United Kingdom. W4 9AE

Interests: I spend my personal time with my family (my wife, two children - 4yrs and 2 yrs) and friends. I also lead a local Scout Group and enjoy most sports, particularly personal fitness training.

REFEREES AND RECOMMENDATIONS

The following references are available and can be contacted with prior agreement:

Joe Bloggs | Telecoms Co Ltd

Example Resume

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Andrew Bow

Senior Account Manager

Professional Resume

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Andrew Bow



Senior Account Manager

Email: SalesSample@3dcv.co.uk Tel: 0203 301 3378 Other: 0203 301 3378

Address: PO Box: Abintegro Ltd , PO Box 57970, London, United Kingdom. W4 9AE

PERSONAL PROFILE

As an experienced Senior Account Manager, Andrew's telecoms industry expertise and established client network can help companies achieve their ambition of growing in the telecommunications sector. Both existing and prospective clients will be impressed with his approach to innovative product presentations and the attention to detail with which he manages client accounts. Andrew is, above all else, passionate about building long-lasting client relationships.

EXPERTISE AND EXPERIENCE

Business: B2B sales | Client management | Contract negotiation | Pre-sales support | Revenue accountability

Industry: Telecoms

Call Centre Outsourcer Ltd	Client Services and Sales Director	Jun 2005 to current
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- > Account planning and delivery to build client relationships and enhance the service delivery
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Call Centre Outsourcer Ltd	Strategic Account Director	Feb 2002 to May 2005
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- > Acting as the communication point between the client and the outsourced sales and customer service teams, to identify and implemented process changes and improvements
- > Negotiation of pricing and terms for third party services
- > Building relationships and influencing external parties in order to deliver the service

Telecoms Co Ltd	Key Account Manager	May 1999 to Jan 2002
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- > Manage a portfolio of key accounts (average spend £150K/month)
- > Assist with the implementation of new products and services for both new and existing customers

EDUCATION

Sample University New York NY – BSC, Major: Business & Finance (3.7 GPA) | June 1997

Sample High School - A Level Maths, Geography (B) | July 1993

AWARDS, TRAINING AND SKILLS

Finalist - National Sales Awards | October 2003

Dean's List (Fall 1996)

Target Account Selling (TAS) training | September 1998

French | Written: Intermediate | Spoken: Fluent

Skills: Sales proposition building, Website development, Sales team leadership, MS Office Suite