

Account Sales Executive

ROBERT SMITH

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Objective

Outstanding success in building and maintaining relationships with key corporate decision-makers, establishing large-volume, high-profit accounts while maintaining excellent levels of retention. Well organized with a track record that demonstrates self-motivation, creativity, and initiative to achieve both personal and corporate goals.

Skills

Customer Service, Merchandising.

Work Experience

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Shebeen Brewing Company - 2011 - 2020

- Rapidly achieved goals and refocused to resolve challenging sales and personnel issues.
- Led a 4-person team generating high sales volume within the competitive craft beer space.
- Gained and maintained an on-going understanding of channels, retail trade, and relevant industries.
- Participated with the Brand Team and provide input in the overall brand planning and development processes.
- Managed day-to-day brand budget, including the processing and payment of pre-approved invoices and monthly reporting of the state of the budget, and acting as a liaison between Brand and Finance teams.
- Promotion of sponsorship agency resources against the development of agreed to activities.
- Worked with the agencies to develop the execution plan for specific consumer promotions with the active input of channel marketing, national accounts, regional marketing, and sales.

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Delta Corporation - -

- Market fundraising programs to schools and non-profit organizations Identify and analyze clients needs Develop solutions to optimize profitability .
- Coordinate company sales functions, managed office & warehouse employees.
- Generated new & key accounts like CVS, Walgreens that landed over 4 million in DSD/CORP sales.
- Analyzing market conditions for various footwear/sandal peak season sales.
- Experienced territory account manager with skills at researching/qualifying potential customer, client business.
- Perform marketing and sales development for commercial insurance companies The Hartford, Travelers, CHUBB, Berkeley Group, Selective and several .
- Territory includes all of Maryland and parts of Virginia and DC Target Market includes Government Contractors with International Business and .

Education

B.S. in Business Administration - (Mercy College - Dobbs Ferry, NY)