ROBERT SMITH

Associate Account Executive (Manufacturing)

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SUMMARY

Associate Account Executive with 6 years of experience in the Manufacturing domain. Current account manager of Target and Express private label accounts at Fossil Group. Experience with managing multi-million dollar regional, national and international accounts including Target, Express, JC Penney and Kohls. Responsible for sales and inventory analysis, sales presentations, order generation and tracking, product development, and managing communication between account and overseas factories.

SKILLS

Microsoft Office , Microsoft Excel , SAP , Customer Service

WORK EXPERIENCE

Associate Account Executive (Manufacturing)

Fossil Group - March 2014 – Present

- Currently managing the multi-million dollar national accounts, including target and express, as well as smaller regional accounts, including nursemates and academy. Past account management experiences include Target Canada, Kohls, J.C. Penney and Fred Meyer.
- Responsible for developing and executing annual sales plan with year-over-year revenue growth.
- Establishing and growing professional business relationships while providing superior customer service.
- Analyzing the sales data to identify strengths, growth opportunities, and project inventory needs.
- Working with the overseas factories to develop the product, negotiate cost reductions and ensure timely deliveries.
- Attending the New York market to deliver presentations of new product and innovative trend ideas to the customer while discussing sales performance and identifying assortment needs.
- Bid on and was awarded new program to help drive a multi-million dollar incremental increase in business.

Sales Coordinator

Fossil Group - June 2012 – March 2014

- Assisted the sales team in all aspects of the sales process (category, account and database research, proposal requests, insertion orders, revisions, post-buy analysis, account management, presentations, etc.)
- Supported the sales team by taking on as much administrative responsibility as possible, including the ordered and maintained of office supplies and equipment.
- Sent correspondence, faxed, filed and all other clerical duties, including input and maintenance of CRM.
- Field calls and emails for traveling team members.

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- Developed a working relationship with key contacts inside and outside of the company, facilitating smooth coordination of the sales and marketing process.
- Develop and implement client strategies for seasonal brand activations and initiatives.
- Implemented basic assortment for all level doors based on their performance with the collections.

SCHOLASTICS

- BS Marketing, BA Advertising, Minor Psychology - 2007 to 2011(Iowa State University - Ames, IA)

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