

District Account Manager

ROBERT SMITH

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Objective

Seeks to use knowledge and experience in sales, marketing, and account management to gain a position as an Account Executive.

Skills

Online Marketing, Management, Sales, Leadership, CRM, Presentation.

Work Experience

District Account Manager

ABC Corporation - January 2010 - January 2013

- Built relationships inviting respected business BBB membership.
- Training new hires and mentoring them.
- Developed media kits.
- Planned and executed events and marketing programs, Cold calling, pipeline building, and online presentations selling (SAAS) Go2Meetings.
- Implementing PPC strategies using Google Ad words, Google Analytics, Yahoo, and Bing.
- Helped market online banners and redirecting campaigns.
- Reviewed Google Analytics monthly to optimize advertising budget.

District Account Manager

Delta Corporation - 2008 - 2010

- Manages a 10+ state territory Sales management for over 500 customer locations B2B industrial sales Handles sale, marketing, and advertising efforts.
- Current duty in this role is managing and growing over \$12 Million dollars worth of clients throughout Alabama, Mississippi, and Tennessee.
- Responsibilities include contract negotiation, contract renewal, pricing, price increases, document security, and recycling.
- Duties included being responsible for accounts and facilities.
- Responsible for taking care of day-to-day operations from attaining new builders and clients, to set up their accounts.
- Within one year, sales in my district rose 42.3% and within second year, sales were at 132.4%.
- Proficiency at marketing and sales were always vital; and have a proven track record for overcoming challenges with the ability to analyze account .

Education

Bachelors Of Business Administration - 2012(Metropolitan State University - Saint Paul, MN)