

District Account Manager

ROBERT SMITH

Phone: (123) 456 78 99

Email: info@qwikresume.com

Website: www.qwikresume.com

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road,
Alabama

Objective

Real Estate salesperson, works with customers to determine mortgage payments and closing costs estimates in order for them to qualify for a home purchase. Transportation sales consultant for, the world's largest delivery service.

Skills

Microsoft Office, Team Player.

Work Experience

District Account Manager

ABC Corporation - June 2004 – June 2012

- Drove Home Service revenue growth by sharing best practices and supporting store management in executing Home Services Programs.
- Reviewed business performance data with clients to identify performance improvement opportunities and develop action plans to address those opportunities.
- Provided clarity/guidance to store teams regarding Home Service customer resolution resources.
- Advise Clients of best practices for equipment utilization Increased Client Retention by 31%.
- Responsible for the presentation/cleanliness of the buildings within the Commerce ISD school district.
- Customized and developed marketing/training materials to meet retailer requirements.
- Inspected and ensured efficient business operations and compliance with non-negotiable standards.

District Account Manager

Delta Corporation - 2003 – 2004

- Responsible for 1.8 Million Dollars Book of Business Proactive in Managing and Maintaining Positive Relationships with the existing client base.
- Aggressive in exploring ways to obtain Book of Business Growth as well as new revenue opportunities.
- Advise Clients of best practices for equipment utilization Increased Client Retention 31%.
- Responsible for the presentation/cleanliness of the buildings within the Commerce ISD school district Oversee 15 full time employees and 5 part time .
- Work with representatives at a store level, Dealer Principals and District Management of various accounts to develop and implement strategic/tactical .
- Customize and develop marketing/training materials to meet retailer requirements.
- Inspect and ensure efficient business operations and compliance with non-negotiable standards.

Education

Bachelor of Business Administration - (Pace University - Pleasantville, NY)