

EVELYN WHITE

Field Account Manager

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PROFESSIONAL SUMMARY

Dedicated Field Account Manager with 10 years of comprehensive experience in driving sales and fostering durable client relationships. Proven expertise in devising tailored strategies that enhance customer satisfaction and loyalty. Consistently recognized for delivering measurable results, expanding market share, and achieving ambitious sales targets through innovative solutions.

WORK EXPERIENCE

Field Account Manager Apr / 2018-Ongoing
Pineapple Enterprises Santa Monica, CA

- Achieved the highest close rate among all Field Account Managers at Acosta GA, demonstrating exceptional sales acumen.
- Acted as a product specialist, providing in-depth knowledge to enhance client engagement and satisfaction.
- Collaborated with National Account Managers to maintain and expand a diverse B2B portfolio.
- Conducted comprehensive training for field personnel on new product offerings and technological advancements.
- Facilitated Safety Meetings to ensure compliance with regulations and enhance workplace safety.
- Performed quality control checks, ensuring high standards in service delivery.
- Managed chemical handling and compliance as mandated by local regulations.

Field Account Manager Apr / 2015-Apr / 2018
Lakeside Apparel Co Chicago, IL

- Oversaw training and support for ConAgra products, becoming the go-to resource within the organization.
- Led training sessions for new Sysco Marketing Associates, enhancing product knowledge and sales techniques.
- Coordinated training events six times a year, successfully educating up to 20 participants at a time.
- Provided exceptional support to premier customers, collaborating with sales teams to optimize revenue.
- Developed and implemented strategic business plans to achieve sales quotas in assigned territories.

EDUCATION

Bachelor of Business Administration Apr / 2012-Apr / 2015
University of Georgia Portland, OR

Focused on Marketing and Sales strategies to drive business growth.

SKILLS



INTERESTS

- Home Brewing Wildlife Conservation
- Running Public Speaking

STRENGTHS



LANGUAGES



ACHIEVEMENTS

- Increased annual sales by 30% through targeted account strategies.
- Enhanced client retention rate by 25% by implementing personalized service initiatives.