

Associate Inside Account Manager

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Objective

Continue Inside Account Manager career in account management by leveraging an experienced background in successful client/vendor relationships and strong attention to detail.

Skills

Salesforce, Microsoft Office.

Work Experience

Associate Inside Account Manager

ABC Corporation - March 2010 – August 2014

- Managed four hundred existing corporate account relationships and five national accounts that delivered seven million dollars in annual revenue.
- Drove both account retention and sales growth by cross selling various lines of business including facilities supplies, coffee and breakroom supplies, IT hardware and software supplies, print and promotions supplies, and furniture.
- Earned quarterly recognition for three consecutive years as one of top regional reps based on quarterly sales.
- Facilitated demonstrations of the Staples Advantage ordering platform to clients and enhanced their knowledge of product offerings.
- Provided timely response to ongoing RFP requests on standard and special order products of large quantities.
- Performed detailed business reviews for the C-level executives of each account on a monthly basis.
- Selected as a project member of the "Pathway" project which involved complete account reconstruction from Corporate Express/E-Way platform to the newly, reinvented Staples Advantage ordering website.

Inside Account Manager

Delta Corporation - 2005 – 2010

- Managed and maintained a book of business worth 2.8 million dollars for the largest office supply company in the world -Achieved the highest margin .
- Promote compliance within custom purchasing agreements via outbound calling to multiple locations within accounts if applicable Establish a positive .
- Have made it to the Presidents Circle every month for my contuined growth, Became a trainer for new hires.
- Providing customers with World Class Support Communicating effectively with Account Executives and customers on a daily basis Successfully selling .
- Consistently met monthly sales goals for my assigned territory.
- Customized elevator controllers to the needs of the customer.
- Responsible for new and existing business development focusing on Fortune 500 companies in software engineering, hardware engineering, electrical, .

Education

B.A. in Sociology and Criminal Justice - (Seton Hall University - South Orange, NJ)