

# ISABELLA CLARK

## National Account Manager

support@qwikresume.com (123) 456 7899 Los Angeles  
www.qwikresume.com



### PROFESSIONAL SUMMARY

Results-oriented National Account Manager with 2 years of experience in driving sales and nurturing key client relationships. Skilled in developing strategic account plans and leveraging market insights to enhance performance. Committed to fostering long-term partnerships and delivering tailored solutions that meet client needs while achieving organizational goals.

### WORK EXPERIENCE

National Account Manager Mar / 2024-Ongoing  
Maple Leaf Consulting Toronto, ON

- 1. Develop and maintain strategic relationships with key national accounts.
- 2. Collaborated with marketing teams to design impactful trade show and promotional materials.
- 3. Forecasted buying patterns by analyzing point-of-sale data with hardware demand teams.
- 4. Drove product placement strategies to enhance market share and brand visibility.
- 5. Coordinated national trade shows, building relationships with prospective and existing clients.
- 6. Negotiated contracts within the hardware channel to maximize account profitability.
- 7. Identified new business opportunities, expanding the client base through targeted outreach.

Major / National Account Manager Mar / 2023-Mar / 2024  
Lakeside Apparel Co Chicago, IL

- 1. Managed and grew sales within existing accounts in the convenience store sector.
- 2. Set clear sales goals and effectively communicated the value proposition to clients.
- 3. Analyzed market trends and competitive data to inform strategic sales decisions.
- 4. Created compelling presentations using IRI data to engage buyers effectively.
- 5. Utilized a consultative selling approach to understand and address buyer needs.

### EDUCATION

Bachelor of Business Administration Mar / 2022 Mar / 2023  
University of Florida Phoenix, AZ

Focused on Marketing and Sales Management.

### SKILLS

- Crm Software Proficiency
- Sales Strategy Development
- Performance Metrics Analysis
- Competitive Analysis
- Product Knowledge

### INTERESTS

- Home Brewing Wildlife Conservation
- Running Public Speaking

### STRENGTHS

- Willingness Wisdom
- Zeal Ingenuity

### LANGUAGES

- English Spanish Russian

### ACHIEVEMENTS

- Increased account revenue by 15% within the first year through targeted sales strategies.
- Successfully negotiated contracts resulting in a 20% reduction in service costs for key accounts.