

Regional Account Executive/Manager

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Objective

An accomplished executive and effective manager who has a proven history of success as an individual contributor and a team leader Excellence in B2B client services, launches, business development and management Strong client relationship building Training and team development Exceptional general business acumen.

Skills

Highly Organized Planner Product Branding / Marketing Analytics Product/Business Branding Management Economics Marketing Management Goal Oriented New Business Development Experienced in Sales Client Acquisition/Retention Problem Resolution Internal/External Partnerships Multitasking.

Work Experience

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ABC Corporation - 2004 – 2010

- Product and support program services representation, exhibited through expert understanding and knowledge in product education.
- Executing company approved programs and tools pertinent to the successful education of company products.
- Deliver sales results that meet and or exceed sales goals established by management.
- Management of territory to include documentation of effective pre-call and post call records via the companys database reporting process.
- Utilization of resources within territory following corporate direction.
- Drive customer satisfaction by building trust through professional relationships.
- Responsible for delivering on-label messages in support of product approved indications.

Regional Account Executive

ABC Corporation - 2000 – 2004

- Prospected new clients.
- Negotiated and closed contracts.
- Monitored customer preferences to determine focus of sales efforts.
- Generated monthly and annual sales reports.
- Shared product and offering knowledge with customers through presentations and public speaking.
- Maintained friendly and professional customer interactions.
- Completed documentation for product sales..

Education

Criminal Justice Coursework - (Saint Peter's University)