

# Regional Account Executive

## ROBERT SMITH

Phone: (123) 456 78 99  
Email: [info@qwikresume.com](mailto:info@qwikresume.com)  
Website: [www.qwikresume.com](http://www.qwikresume.com)  
LinkedIn:  
[linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)  
Address: 1737 Marshville Road,  
Alabama.

### Objective

Highly qualified Regional Account Executive with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and I would excel in the collaborative environment on which your company prides itself.

### Skills

Microsoft Office Suite, Adobe Suite, Marketing, Sales, Banking, Community Relations, Business Development, Relationship Management.

### Work Experience

#### Regional Account Executive

**Comcast Spotlight** - December 2005 - 2019

- Develop new business through prospecting and cold calls.
- Manage, maintain and grow existing business.
- Assess client needs and match client needs to products, whether TV, Online or Video on Demand.
- Manage all client and agency relationships in a positive manner.
- Create competitive advantage to other media.
- Write proposals and orders tailored to clients needs.
- Develop a consulting relationship with clients/agencies.

#### Regional Account Executive

**ABC Corporation** - 2002 - 2005

- Implement product management for Midwest Regional.
- Responsible for \$10M+ in annual revenues.
- Monitor, negotiate and execute all contracts to meet customer expectations.
- Aggressively expand and retain positive customer relationships with proactive consultative account management.
- Determine, assess and develop individualized training curriculum specific to needs of clients.
- Market and conduct training to both internal and external stakeholders.
- Developed and implemented staff training and conducted over 100 training sessions..

### Education

B.S. in Mass Communications - (Virginia Commonwealth University - Richmond, VA)