
Account Manager Sales Resume

Job Objective

Seeking a challenging career opportunity as Account Manager Sales wherein my skill and experience are utilized to the fullest.

Highlights of Qualifications:

- Huge experience in a sales role in the food & beverage industry
 - Proficient with Sales CRM, Outlook and the Internet, Microsoft Office, Word, Excel and PowerPoint
 - Strong ability to work independently in a fast-paced environment
 - Exceptional ability to interact appropriately with the public
 - Profound ability to achieve goals in a competitive environment
 - Strong organizational, scheduling and closing skills
 - Excellent communication and interpersonal skills
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Professional Experience:

Account Manager Sales
Intertek NA, Inc., Steamboat Springs, CO
August 2005 – Present

- Established proposals, presented deal evaluation and negotiated on sales.
- Administered and maintained business relationships with clients.
- Analyzed yield management and presented analytical guidance.
- Communicated customers on issues related to presentation reports.
- Monitored and reviewed usage trends and created sales and internal reports.

Account Manager Sales
AOL Inc., Steamboat Springs, CO
May 2000 – July 2005

- Managed account activity report as well as forecast report on New Business opportunities.
 - Organized and arranged sales calls, meetings and presentations.
 - Prepared and presented customized “standard” presentations.
 - Analyzed account production and growth and predicted future needs.
 - Recognized possible threats to sales opportunities.
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Education:

Bachelor’s Degree in Business,
Southeastern Louisiana University, Louisiana, LA

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