
Account Sales Manager Resume

Job Objective

Enthusiastic Account Sales Manager seeks a company where my personality and Account Sales Manager skills would enable me to have the security and longevity that I am looking for.

Highlights of Qualifications:

- Admirable experience in managing sales in an insurance and technology environment and monitored all B2B sales
 - Deep knowledge of automotive sales and insurance
 - Exceptional ability to develop sales plan for clients
 - Immense ability to plan and implement marketing strategies
 - Outstanding skills to work in a fast paced environment
 - Proficient in coordinating with sales representatives for completing sales
 - Familiarity in performing basic math
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Professional Experience:

Account Sales Manager
EchoStar, Garvin, MN
October 2008 – Present

- Performed market research and planned strategies for sales.
- Managed accounts and implemented marketing and sales plans for it.
- Provided support to sales representatives and monitored work performed.
- Monitored and identified prospective customers and provided representatives with information.
- Prepared sale presentations and timing for each customer.
- Administered product specifications and pricings and records all orders.
- Facilitated national sales meeting and required training.
- Participated in trade shows and operated various products.

Account Sales Executive
Sinclair Group, Garvin, MN
August 2003 – September 2008

- Developed a salary and lucrative bonus plans for employees.
- Prepared benefit packages for all employees joining work.
- Designed pension plans for employees with required ADR match.
- Managed work with help of sales automation tools.
- Monitored work identified outstanding performance and awarded accordingly.
- Provided six week sales training program.

Account Sales Representative
Hitachi Systems, Garvin, MN
May 1998 – July 2003

- Maintained a database of existing and prospective clients.
 - Provided sales services to customers and ensured achievement of all business goals.
 - Identified candidates, trained and coached subordinates to meet all objectives.
 - Ensured optimal services to clients and maintained professionalism.
 - Coordinated with partners and ensured profitability of organization.
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Education:

Bachelor's Degree in Sales Management
Bryn Athyn College, Bryn Athyn, PA

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