
Automotive Account Manager Resume

Job Objective

To secure a position as Automotive Account Manager and to be considered a valued member of your team.

Highlights of Qualifications:

- Experience in managing automotive sales and managing marketing services for various IT projects
 - Exceptional knowledge of system development lifecycle and its requirements
 - Operational knowledge of Automotive industry and associated products
 - Outstanding ability to maintain good and profitable relations with clients
 - Good understanding of characteristics of Automotive in end-use applications
 - Immense ability to identify opportunities and work according to schedule
 - Skilled to use Microsoft Office applications Lotus Notes and Salesforce.com.
 - Amazing skills to perform troubleshoot on processes
 - Proficient in maintaining good business relations
-

Professional Experience:

Automotive Account Manager
TRW Automotive, Goshen, CA
October 2008 – Present

- Maintained good relations with clients in assigned region.
- Monitored all meetings and other correspondence made with clients.
- Evaluated features of product line and highlighted all its benefits.
- Coordinated with clients and provided necessary client support to ensure timely delivery of projects.
- Facilitated acquisition of new accounts and ensured optimal customer services.
- Participated in all administrative process of client servicing.
- Assisted business development department in preparing new products for market.
- Managed all customer related activities effectively.

Account Supervisor
Atomic PR, Goshen, CA
August 2003 – September 2008

- Managed and ensured effective implementation of multiple marketing campaigns.
- Analyzed client knowledge and identified areas of improvement.
- Investigated all data and process related issues in client businesses.
- Coordinated with various departments and provided marketing solutions to clients.
- Maintained good relations with customers and vendors at all times.
- Participated in resolving all marketing issues.

Account Specialist
Paychex, Goshen, CA
May 1998 – July 2003

- Monitored all financial costs and prepared reports on all on a regular basis.
 - Administered everyday activities of department such as design and developing complex programs.
 - Ensured compliance to company guidelines in managing all work.
 - Maintained good working relations with clients and agency staff.
 - Prepared briefs for client presentation with help of account supervisors.
 - Participated in monthly and weekly project status meetings for clients.
-

Education:

Bachelor's Degree in Accounting
Judson College, Marion, AL
Master's Degree in Business Administration Management
Saint Joseph's University, Philadelphia, PA

[Build your Resume Now](#)