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## Business Account Manager Resume

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### Job Objective

Seeking Business Account Manager Position with reputable organization in which my experience can be a positive influence on the growth of company.

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### Highlights of Qualifications:

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- Admirable experience in managing various equipments of telecommunication industry
  - Exceptional knowledge of wireless and data telecommunication method
  - Outstanding knowledge of data and voice networks
  - Remarkable ability to develop and sell complex solutions
  - Excellent time management and business sales skills.
  - Ability to function effectively as part as an account management team
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### Professional Experience:

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Business Account Manager  
Business Mkts Group, Los Angeles, CA  
October 2008 – Present

- Managed all small business accounts for clients not exceeding more than 100 employees.
- Scheduled appointments and developed good customer relationships.
- Developed various business proposals and prepared necessary presentations accordingly.
- Maintained knowledge on all new wireless products and related communication services.
- Participated in meetings for various retention and acquisition of small businesses.
- Coordinated with local business community and participated in various associations.
- Monitored working of retail channels and maintained good customer relations.
- Prepared complex data for various existing customers.

Senior Business Account Executive  
Lexmark International, Inc., Los Angeles, CA  
May 1998 – July 2003

- Generated new leads for various targeted business and participated in prospective activities.
- Identified areas for enhancement of product and ensured better facilities to customers.
- Managed comprehensive business plan in high activity market.
- Coordinated with various technical team and customer services and ensured growth of revenue.
- Maintained knowledge on all product and services to provide impetus to sales.
- Prepared sales records and maintained activity reports.

Business Account Representative  
Rockwell Collins, Los Angeles, CA  
August 2003 – September 2008

- Managed various accounts and ensured retention of accounts and assisted in generating revenue for company.
  - Provided professional support to clients and ensured customer satisfaction with process.
  - Developed long and short term plans for every account.
  - Maintained knowledge of all products and its associated applications.
  - Designed proposals and prepared presentations on computer systems.
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### Education:

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Bachelor's Degree in Business Administration  
Fisher College, Boston, MA

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