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## Key Account Executive Resume

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### Job Objective

Seeking Key Account Executive 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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- Extensive experience in B2B sales with Key Account Management within National Retail Channel Sales
  - Good expertise in developing business cases presentations identifying opportunities
  - Solid understanding of workflow management and the total solution sales concept
  - Broad knowledge of account management process and of products
  - Proficient in MS Office applications
  - Excellent interpersonal, managerial and presentation skills
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### Professional Experience:

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Key Account Executive  
Fox Head, Inc., Washington, VA  
August 2007 – Present

- Developed account sales strategies for outbound and inbound opportunities.
- Coordinated for solution development and implementation.
- Recommended improvement suggestions for the internal business process of the clients.
- Analyzed market trends and pricing patterns in order to position company products advantageously.
- Developed pricing strategies and negotiated company's broad range of solutions with customers.

Key Account Executive  
Infosoft Solutions, Inc., Washington, VA  
May 2004- July 2007

- Developed strategies adhering to customer concerns and budget.
  - Prepared and conducted presentations showcasing new products to customers.
  - Resolved distribution and void issues.
  - Achieved established revenue quota.
  - Coordinated between accounts and home office operations.
  - Maintained and updated forecast reports on business activity in assigned territory.
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### Education:

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Bachelor's Degree in Business Administration  
Patten University, Oakland, CA

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