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## Logistics Account Executive Resume

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### Job Objective

To obtain a secured position as Logistics Account Executive and so I can become a valued member of the team while moving forward with my training in this field.

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### Highlights of Qualifications:

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- Strong accomplished experience in event marketing, promotions, logistics and inventory management
  - In-depth knowledge of the marketing industry: promotion, product, pricing and distribution
  - Proficient in MS Office applications
  - Strong communication, negotiation and problem solving skills
  - Excellent negotiation, time management and organizational skills
  - Ability to employ a diagnostic business development process
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### Professional Experience:

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Logistics Account Executive  
Wolfe and Associates, Inc, Cascabel, AZ  
August 2007 – Present

- Managed shipments, distribution, and inventory and database reconciliation.
- Recommended operational programming efficiencies and cost containment program development.
- Overseen program's field storage units and inventories.
- Handled on-site activities and exceeded program objectives.
- Promoted company goodwill and products in the trade.

Logistics Account Executive  
The Superior Group, Cascabel, AZ  
May 2004- July 2007

- Identified new opportunities and supported marketing programs.
  - Managed customers and decision influencers in a Solution and Strategic Selling environment.
  - Escalated sales cycle and orchestrate resources across both client and Company Solutions and maintained long term relationships.
  - Managed and updated company website.
  - Developed and maintained accounts through relationship selling.
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### Education:

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Bachelor's Degree in Logistics  
Lakeland College, Sheboygan, WI

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