
National Account Executive Resume

Job Objective

Experienced National Account Executive seeking employment with reputable organization where my skills and training can be a positive contribution to company.

Highlights of Qualifications:

- Extensive experience in managing and leading within a matrix organization.
 - Proficient in Business Management Sales
 - Strong expertise in closing large, complex, and strategic commercial business
 - Thorough knowledge of advanced analytics, consumer research, statistics, and marketing mix analysis
 - Excellent interpersonal communication and presentation skills.
 - Proficient in Excel Word and Power Point
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Professional Experience:

National Account Executive
BlueLinx Corporation, Harrison, AR
August 2007 – Present

- Set sales objectives in coordination with the Company's goals.
- Established and enforced strategy to achieve goal of the company.
- Motivated customer's sales team dealers.
- Trained staff on company products, installation and selling techniques.
- Managed account team, including P&L Business Specialists.
- Designed and delivered solutions to exceed customer expectations.

National Account Executive
Miller Brewing Company, Harrison, AR
May 2004- July 2007

- Managed and increased sales revenue of existing key accounts.
 - Prepared proposals and contracts.
 - Investigated competitor products, promotions, and sales strategies.
 - Conducted sales calls to follow-up and ensured customer satisfaction.
 - Developed and implemented strategic sales plans to accommodate corporate goals.
 - Forecasted activities and set performance goals.
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Education:

Bachelor's Degree in Business
North Idaho College, Coeur d'Alene, ID

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