## Account Manager Resume Sample 2

**Joyce Zahn**

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### A. Summary

A very skilled and devoted Marketing Account Manager who focuses on maximizing sales by managing and organizing all the accounts very logically and systematically. A very professional individual who believes that dedication and consistency are the path to a very successful business partnership. I consider that my strongest point is to easily introduce new products by being very persuasive.

### B. Working Experience

* **August 2014 – Present – The Melonade Agency, Lafayette, California**

**Responsibilities**: Writing, developing, and presenting business proposals to ongoing as well as prospective clients. Negotiating deals of all the marketing campaigns with external partners such as media as well as existing clients. Monitoring and mediating campaigns in order to determine if they are effective enough and if they need any changes. Create marketing and media plans that will then be presented to customers. Research and assess the market competition and its position so that I can develop an efficient tactical marketing plan which will help build the client’s revenue. Manage multiple projects at the same time in an effective manner while allowing the schedule to continue rolling.

### C. Education and Academic Training

* Graduated from the University of Oxford in Oxford, England, in 2013 with a Bachelor’s Degree in Economics. My studies included Finance, Marketing, Business Communication, Macroeconomics, International Business, Research, B2B, and Consumer Behaviour.

### D. Job Related Skills

* Cold calling as well as prospecting the market for new and potential clients
* Account development in a strategic way
* Product placement as well as product training
* Extremely orientated toward the customer and his needs
* I possess a proven sales track record
* Very skilled when it comes to relationship selling
* Able to formulate quotes very easily

### E. General Skills

* Extremely good interpersonal skills
* Very strong communicator
* I am an expert in MS Office, especially Excel, Word, and PowerPoint
* Team player
* Able to lead and take initiate without being told to do so
* Proactive
* Perfect for sales pitches