

Key Account Manager

Greg Smith

City, State
000-000-0000
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Work Experience

Software Skills

Other Skills

Implementing Marketing and Promotional Strategies:

- Conducting regular workshops and seminars for target customers.
- Designing marketing campaigns in collaboration with the marketing team.
- Closely liaising with the marketing team about campaigns/workshops/seminars.
- Ensuring successful implementation of marketing strategies and the evaluation of their effectiveness.

Key Account Management:

- Introduced new products to existing customers.
- Responding to client communications or queries.
- Providing technical customer support as necessary.
- Presenting business proposals to prospective clients.
- Monitoring the effectiveness of any marketing campaigns.
- Collecting and communicating customer requirements to all necessary departments.

Customer Relationship Management:

- Effective management of CRM tool.
- Utilizing all sales and marketing resources to their maximum effect.
- Conducting the periodic survey to determine satisfaction level among customers.
- Collaboration with various verticals to give unique solutions to customer ensuring greater satisfaction, loyalty, and advocacy.

Interest

- **Movies:** Thriller, Horror.
- **Music:** Pop, Classical, Hip Hop.
- **Reading:** Adventurous, Fiction.
- **Sports:** Football, Jogging, Chess.
- **Traveling:** Adventurous, Sight-seeing, Camping.

Summary

More than 15 years in the management of sales and marketing, information technologies, business development and project management, including full profit/loss responsibility. Skilled in strategic planning, staff motivation, and coaching, managing international teams, experience in analyzing of systems and business processes, planning and managing budgets, managing effective cost control mechanisms. Interface with staff and management demonstrated success in the development of long-term business partnerships and contract negotiations with 3rd parties.

Work Experience

Key Account Manager Deloitte

2014-05 - Present

- Developing an in-depth knowledge of the entire range of products with Agilent.
- Promoting products to achieve monthly, quarterly, and yearly sales targets, as agreed with the Reporting Manager.
- Managing existing and acquire new customers in the assigned territory Providing technical training and support to customers, attending meetings, conferences, and Seminars as required to promote products.
- Regularly updating and maintaining a clean SAP CRM tool.
- Liaising with all departments to improve processes.
- Developing new business by penetrating competitive accounts, exploring new areas of applications, and proactively manage accounts within the allocated market segment.
- Maintaining client retention levels through strategic relationship building and providing customers with high-quality technical advice whilst maintaining focus on maximizing sales potential.
- Producing accurate forecasts of opportunities available, working with cross-divisional teams to meet the objectives and goals of the focus account program.

Key Account Manager KPMG

2010-02 - 2014-04

- Consulted and monitored sales and operations.
- Previously taken Corporate Sales Executive position.
- Sole agent/distributor of Royal Selangor in Vietnam.

Key Account Manager Grant Thornton

2007-08 - 2009-01

- Being responsible for developing new business opportunities and strategies with main Turkish mobile operators.
- Focused on to generate continuous growth in orders and sales, and ensure optimal customer service and satisfaction.
- Managed, coordinated, and executed short and long-term project plans.
- Financial management and budget responsibility for the mobile accounts.

Education

Bachelor of Business Administration Massachusetts Institute of Technology

2003 - 2007

High School Adlai E. Stevenson High School

1999 - 2001

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