**ENGINEERING ACCOUNT MANAGER RESUME**

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**Profile**

I have extensive experience working in paper production at a variety of account management positions. I am qualified in industry development and setting up new accounts. I am eager to take on challenging tasks which require independence, forward thinking and responsible approach.

**Work experience**

**20XX - present, Account Manager, Paper Mill inc., Manchaster, United Kingdom**

* Responsible for growing an industrial territory valued at 100 million pounds.
* Generated revenue increase of 30-70% over a variety of product lines.
* Trained and Managed sub-distributors to up-sell products within territory.
* Contributed marketing and business strategies and ideas to the company.
* Directly controlled and handled transactions of key clients to promote sales.
* Hired, trained and supervised a team of administrative specialists.

**20XX – 20XX, Key Account Manager, Scrolls Inc., London, United Kingdom**

* Developed a trusted relationship with key accounts.
* Set up new accounts, increasing the number of company's accounts by 15%.
* Improved my customer-focus skills.
* Created strategic business plans to improve profitability of existing product offerings.
* Managed and forecast key account metrics, helping all accounts consistently grow their business.

**20XX – 20XX, Account Manager, Paper +, Lodon, United Kingdom**

* Secured relationships with key internal contacts with the aim to expand the supplier network.
* Set up new accounts for material sourcing.
* Developed proposals, contracts, and pricing for targeted accounts.
* Researched emerging industry trends, new applications, concepts and techniques.

**Education**

* 20XX – 20XX, Business management, London School of Economis and Political Sciences, London, United Kingdom. Completed courses in Statistics, Organizational Behavior, Leadership, and Business Development.
* 20XX – 20XX, Business, University of Oxford, Oxford, United Kingdom. Obtained an MBA degree in Executive Business focusing on leadership and management competence.

**Skills**

* **Languages**
* English
* German
* French
* Italian
* Latin

**Strengths**

* Forward-thinking
* Leadership
* Risk-taking
* Creative
* Building relationships
* Initiative
* Customer Focus
* Attention to Detail