**SALES ACCOUNT MANAGER RESUME**

Timothy Peters

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**Work experience**

**20XX – 20XX, Sales Account Manager, Dacia, Bucharest, Romania**

* Developed and closed new business, while renegotiating renewal business that totaled over 1 million euro in 2016.
* Hit 106% of my 2016 combined, new and renewal quota.
* Proposed, negotiated and completed a multi-year renewal.

**20XX – 20XX, Retail Account Director, Galia, Paris, France**

* Collaborated with new business managers to identify business opportunities and develop marketing strategy and business solutions.
* Increased the number of long-term clients by 60%.
* Responsible for 800k euro in accounts.
* Collaborated with technical manager to create bespoke IT solutions to support product innovation.
* Developed a key account strategy: activated stakeholder networks and improved the presence of the company.

**20XX – 20XX, Assistant Brand Manager, Hispania, Madrid, Spain**

* Provided customer service and product knowledge to customers.
* Increased brand awareness, relevant differentiation value, accessibility and emotional connection.
* Monitored, measured and managed brand equity.

**Education**

* 20XX – 20XX, Marketing Strategies, European School of Economics, Rome, Italy
* 20XX – 20XX, Sales Management, Bocconi University, Milan, Italy