

BRUCE WILLIAMS

KEY ACCOUNTS MANAGER

DETAILS

ADDRESS

1515 Pacific Ave
Los Angeles, CA 90291
United States

PHONE

(541) 754-3010

EMAIL

email@email.com

PLACE OF BIRTH

San Antonio

DRIVING LICENSE

Full

LINKS

[Facebook](#)

[LinkedIn](#)

SKILLS

Problem Solving



Adaptability



Time Management



Leadership



Adobe Illustrator



Customer Service



Communication Skills



PROFILE

Passionate Key Accounts Manager at an established publishing house with seven years of experience managing several key client accounts. I am responsible for business expansion and strategic planning, with the main focus on customer experience. A team player with excellent written and verbal communication skills, well organized, and eager to expand my career as an account manager

EMPLOYMENT HISTORY

Senior Key Accounts Manager, Fruit and Veggie Land

Jacksonville

Jan 2020 — Present

Improved client satisfaction ratio by 12% over the last two years by implementing feedback tools.

- Set up and help with a sales strategy for new ranges of services and products
- Acquire new clients
- Maintaining knowledge of competitors and industry.
- Ensure highly professional support to customers.
- Deliver sales pitches
- Influence sales strategies
- Give creative marketing strategies
- Assist in digital and social marketing strategies.
- Manage complex issues and find solutions to fit customers.
- Generate new accounts
- Responsible for completing contracts and tracking progress.
- Train and supervise team(s).
- Research industry trends, concepts, and techniques.

Key Accounts Manager, PHP Financial Services

Olsberg

Jan 2018 — Jan 2020

The average timeframe of contracts under my management span between three to eight years. No contract for which I am responsible has been canceled.

- Build and maintain lasting relationships with clients.
- Develop relationships with stakeholders and executive sponsors.
- Deliver solutions to clients' needs and objectives.
- Collaborate with the sales and marketing teams to expand client base and enhance the existing customer experience.
- Manage complicated client requests and issues.
- Regular reporting on client accounts.

Marketing Strategy



Business Strategy



Microsoft Office



Business Development



Budgets



Research



Analytics



Social Media



Cloud-Based Collaboration
Platforms



CRM Systems



Quality Control



Report Writing



Feedback Mechanisms



Public speaking



Enthusiasm



Leadership



Driven



Self Motivated



Target Orientated



HOBBIES

Cycling, Swimming

LANGUAGES

Assistant Key Accounts Manager, ASL Merchant Bank

Manhattan

Jan 2014 — Dec 2017

The key accounts under my management generate 28% of my company's yearly revenue. (Year-in-review)

- Build trustworthy relationships with major clients
- Understand key customers' needs and requirements
- Build and maintain relationships with existing customers by meeting their objectives and propose solutions to issues and problems.
- Make sure the correct services and products are delivered to the customers
- Delivery of products and services to be on time.
- Be the link between the clients and teams and departments within the company.
- Deal with complaints to maintain trust with clients.
- Prepare reports and forecasts.

EDUCATION

International Business Strategy Diploma, Hitotsubashi University Graduate School of International Corporate Strategy

Tokushima

Nov 2020 — Nov 2020

Masters in Business Administration, Harvard University

Cambridge

Jan 2018 — Dec 2019

Bachelor Degree in Business Administration, Michigan Ross School of Business

Ann Arbor

Nov 2020 — Nov 2020

- Majors: Business Administration
- Minors: Accounting, Business Law, Communications

COURSES

Labor Relations Certificate, Inhouse

Nov 2020 — Nov 2020

SalesForce Super User, Inhouse

Nov 2020 — Nov 2020

English



German

