

Account Manager

A candidate with more than 20 years of experience as a Sales Account Executive, mainly in the logistics and supply chain industry. Skilled in negotiation and consultative sales. The candidate is an experienced business professional with extensive experience in logistics and online services. Since August 2019, she has been working as an Account Executive, where she specializes in the sale of logistics express services adapted to the needs of clients and the company's strategy. Her responsibilities include building and maintaining business relationships, utilizing a CRM tool to maintain records of sales and acquisition activity, and identifying new business opportunities to achieve business goals. She also has experience as a Regional Sales Manager, where she dealt with the sale of logistics services and the development of new business activities in the assigned region. In previous years, she worked as a Sales Representative, where she was responsible for client care and active sales of services. In terms of education, the candidate can boast of a Master of Business Administration - MBA in the field of Executive Management, which she obtained in 2022-2023, and the English language at an advanced C1 level.

Expected salary: **2 800 €**

Price: **3 360 € excluding VAT**

Preferred position

Logistics Manager

Sales Manager

Account manager

Expedícia

Preferred locality

Bratislavský kraj

Bratislava

Okres Trnava

Okres Senec

Languages

Slovak - Expert (C2)

English - Advanced (C1)

German - Beginner (A2)

Skills

Microsoft Office - Advanced

Work experiences

08/2019 – súčasnosť

Account Executive

Company focus:

Other auxiliary activities in transport

- » sale of logistics express services based on the client's needs and the company's strategy
- » building business relationships with the assigned client database using the opportunity for upselling and crossselling
- » maintaining accurate records of sales and acquisition activity, including business phone calls, meetings, closed deals in the assigned territory using the CRM tool
- » development of sales support and client activation activities
- » ensuring the entire sales process from offer to closing in order to achieve business goals
- » analysis and evaluation of data, processes and achieving goals
- » identifying new business opportunities and strategies
- » cooperation on the project with the Special Services department

04/2019 – 07/2019

Account Manager

Company focus:

Data processing, provision of server space on the Internet and related services

- » sale of Domelia.sk advertising portal services to corporate clients
- » supporting activities
- » cooperation with the CSR department on the Help with a Heart program
- » sale of the benefit program to companies, coordination of pilot activities
- » coordination of business activities with the Product Manager
- » cooperation with the marketing and IT department
- » identifying business goals and creating a strategy

06/2011 – 02/2019

Area Sales Manager

Company focus:

Other auxiliary activities in transport

- » sale of logistics services according to the individual needs of clients (road transport, air, sea, storage, customs services, etc.)
- » development of new business activities in the assigned region (entire SK)
- » coordination of business activities with the business director as needed
- » maintaining records of business meetings using CRM tools
- » identifying business goals / leading and developing other sales activities that lead to the closing of a business opportunity
- » development and implementation of business plans through acquisition of new clients
- » achieving the minimum annual turnover set by the company's management

02/2008 – 05/2011

Field Sales Representative

Company focus:

Other postal and courier services

- » taking care of defined customers in the entrusted region
- » active sales of services to customers, leading negotiations, communicating with potential and existing customers
- » responsibility for the fulfillment of established business and acquisition plans
- » constant monitoring of the competition - assuring of current information on the offer of products and services
- » preparation of offers and evaluation of activities
- » analyzing and solving customer requirements and needs
- » recording of data in supporting sales systems
- » regular reporting to the company management, preparation of statistics
- » cooperation on the development of new products and tools
- » technical support for clients

Education

2022 - 2023

Master of Business Administration - MBA, Executive Management

1996 - 2001

Business Academy

Banking

2010

Developing business skills