**Paul Smith**  
2365 S Mayfield Ave   
Chicago, IL 60652   
Cell: (123)-555-1234   
Cell: paul.smith@yahoo.com

**Career Profile:**  
To obtain a position as a Strategic Account Manager where I can utilize my skills and knowledge in increasing the market share of the organization.

**Core strengths:**

* Possess six years of professional experience in account management
* Possess excellent interpersonal and communication skills
* Flexibility with strong knowledge in financial domain
* Ability to collect information in a clear and precise way
* Possess excellent negotiation and time management skills
* Excellent convincing and organizational skills
* Ability to carry out innovative sales and marketing strategies
* Extensive knowledge of Microsoft Word, PowerPoint ,Excel, and the Internet
* Ability to handle multiple tasks effectively and simultaneously

**Educational Summary:**

* Master's degree in commerce from University of Chicago in the year 19XX
* Bachelor's degree in commerce from College of Arts and Commerce, Chicago in the year 19XX

**Professional Experience:**

**Van Engineering Group Inc, Chicago**  
20XX till date  
Strategic Account Manager

* Assigned the tasks of identifying the requirements of the client
* Handled the responsibilities of developing business strategies to expand the client of the organization on a multi-national level
* Responsible for implementing and creating short and long term sales goals to maximize product servicing and meet increase market share
* Liaise between the customer and the client company understand the requirements of both the parties
* Assigned the tasks of implementing sales, marketing and production goals of the organization
* Established and maintained relationships at the Corporate level with selected customers

**TDS Network Co Inc, Chicago**  
19XX to 19XX  
Strategic Account Manager

* Designed and implemented effective customer sales programs to generate unique customer sales
* Established and implemented sales growth plan for each customer at different locations
* Responsible for providing trainings to sales management and associates as required
* Assigned the tasks of handling complex and multi-faceted programs
* Handled the responsibilities of identifying target multi-location customers
* Performed other essential tasks as required

**Areas of Interest:**

* To develop business strategies and expand the client base of the company on a regional, national or multi-national level
* To exceed sales and profit goals of the organization

**Personal Details:**

* Name: Paul Smith
* Date of Birth: XX/XX/19XX
* Employment Status: Full time
* Relationship status: Married

**References:**

* Mr. Jack Smith
* ABC Corporation, Chicago
* Senior Strategic Account Manager
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* Email: smith.jack@yahoomail.com