**CURRICULUM VITAE**

**Gulfjobseeker.com CV No:** **106866**

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**ACCOUNT REPRESENTATIVE**

**Career Profile**:

Persuasive and analytical professional with 2 years track record of success as an Account Representative for a range of product, service, and client types. High-level communication instincts and a strong ability to engage new and existing customers in conversations to discover opportunities and generate shared valued. Proven coach and trainer, able to deliver presentations and work with stakeholders at all levels to advance a common vision of continuous improvement and growth.

**Professional strengths:**

* Consultative sales
* Relationship management
* Marketing campaigns
* Reporting & documentation
* Customer care
* Organizational skills
* Presentations
* Goal setting
* Negotiation
* Industry networking

**Professional Experience**:

**Organization**: Atlantique banque Abidjan (2 – years)
**Designation**: Account Representative

* Provided support to our account teams and valued clients, maintaining a portfolio of Advertiser clients, serving as a central point-of-contact.
* Delivered campaign performance reports, answering questions and assisting clients with issues either directly or through one of the more senior members of account team.
* Maintained a growing knowledge to manage clients and optimize their businesses.
* Handled inbound and outbound calls from Key Account customers and our Direct Sales teams, performing a high level of communication and follow up.

**Educational Summary**:

* Bachelor Business Management at Bangalore University (In progress)
* English Certificate
* Second year of Philosophy at the University of Cocody (Abidjan, Côte d'Ivoire).
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* BACCALAUREAT D (10+2 Standard) (Bondoukou-Cote D'Ivoire)

**Personal Details**:

Sex : Male
Date of Birth : 20-06-1985

Nationality : Ivoirian
Relationship status : Single

Languages : English & French

**Declaration:**

I certify that the above are true and correct to the best of my knowledge and ability. If given a chance to serve you. I assure you that I will execute my duties for the total satisfaction of my superiors.