

Position: Account Professional

Location: Calgary, AB

Relocate:  Yes  No  Possibly



CID#: 222653

## EXECUTIVE CANDIDATE PROFILE

*A visionary Account Professional offering 20+ years of experience strengthening operations, growing market share, and expanding revenues. An energetic leader who engages with employees at all levels to maximize productivity and morale. A track record in driving multi-million-dollar growth, acquiring accounts, developing long-term relationships, and executing strategic growth initiatives that catapult revenues and enhance bottom-line profits.*

### Core Competencies:

*Business Development  
Operations Management  
Pricing Strategies  
Cross Functional Team Leadership  
Leadership  
Stakeholder Management*

*Strategic Planning  
Workplace Safety Management  
Cost Control Strategies  
Revenue Generation  
Post-Sales Support*

*Sales Management  
Project Management  
Negotiations and Contracts  
Growth Focused  
Client Engagement*

### ■ Recognition / Achievements

- *Achieved top 5 sales in the country within the first year of employment*
- *Client Account management and expert Negotiator; Strong deal closer*
- *Managed 30+ key accounts with annual revenues of more than \$5M*
- *Customer Retention Rate of >99%*
- *Consistently met and exceeded sales targets*

### ■ Education / Designations

- *Diploma in Business Administration*
- *Project Management Certificate*