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| ****Keiser Sau****Account Representative, Employee Benefits125 Saint Michaels Lane,Wood River, IL 55782 | 876-726-7335s.keiser@salesjobsearches.com | linkedin.com/keiser-sau-3826618  |
| SummaryMy name is Sau Keiser. I'm 37 years old and looking forward to take a position of Account Representative, Employee Benefits in your company. I'm certified in HAZWOPER 40-hour training certificate and ability to obtain. With over 12 years of expirience in Proven customer service/relations skills and Programming / scripting understanding. Seeking a team player able to lead by example. ExpirienceAccount Representative, Employee BenefitsOconner Enterprise, Washingtonville, IL2018 to Present* Learn and master common office software and CRM applications (PowerPoint, Word, Salesforce.com)
* Able to demonstrate and articulate the benefits of working with distribution in their channel partners
* Work on special projects at the provincial and national levels with your team of Trade Marketing Account Representatives
* Analyze, review, and process customer's request for return authorization and credits
* Maintains a consistent schedule of collection follow up based on the account balance and aging of account
* Exercises due diligence in following operational risk policies, procedures, standards and guidelines

Digital Media Sales Account Service RepresentativeYoungsville Enterprise, Adolphus, KY2017 – 2018* Manage all aspects of trial and subscription usage activity to ensure the customer realizes the full value of our services
* Manage activity with the partner, report progress against targets and establish action plans to address any discrepancies
* The ability to prepare a business plan outlining the salient points of development with specific channel partners
* Assist in identifying issues, problems, and areas where PPMSI performance could be improved
* Maintains a consistent schedule of collection follow up based on the account balance and aging of account

S&PS Early Career Account RepresentativeMainard Goods, Corrigan, TX2014 – 2017* Consistently achieve and exceed individual sales quotas as well as sales activity metrics
* Manages the launch or renewal of cable television, telephone, and internet services at the properties
* Key responsibility is to provide analytical/administrative support to the Supply Managers
* Assist and communicate effectively with all departments as it relates to the company selling process
* Create unique and standard documents as needed for customer shipments, ensuring timely movement of product

Hospital Account RepresentativeMartville Enterprise, Hamilton, TX2011 – 2014* Verifies that the correct reimbursement has been received from payors as defined by benefits quoted or contractual agreement
* Work to find the best solution using high financial acumen, strong sales process and creative solutions
* Responsible for achieving daily activity requirements through outbound partner contact
* Follows up to ensure that product and service requirements are fulfilled on a timely basis

Pharmaceutical Long Term Care Account RepresentativeLofquist Trading, Clifton, AZ2007 – 2011* Have a reliable and suitable form of transportation to conduct the duties of this position
* Act as the focal point in managing all logistics from order placement to shipment tracking
* Work with Branch Manager to provide business planning to reach product and sales goals
* Instinctively comfortable with prospecting new business opportunity through research and networking

EducationDegree in Sales specialisationUniversity of Rocky Ridge, OH2003 – 2007  | Skills* Proven customer service/relations skills
* Programming / scripting understanding
* Some knowledge of banking products (TTS, FX, CPM)
* Strong networking and negotiation skills
* Broad business knowledge and perspective
* Seeking a team player able to lead by example

ReferenceBiscoe HoraceHead of SalesOconner Enterprise413-730-1187h.biscoe@salesjobsearches.comDannis AlyceHead of SalesYoungsville Enterprise608-664-2792a.dannis@salesjobsearches.com |

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