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| ****Keiser Sau****Account Representative, Employee Benefits 125 Saint Michaels Lane,Wood River, IL 55782 | 876-726-7335 s.keiser@salesjobsearches.com | linkedin.com/keiser-sau-3826618 | |
| Summary My 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, IL 2018 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, KY 2017 – 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, TX 2014 – 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, TX 2011 – 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, AZ 2007 – 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, OH 2003 – 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 Sales Oconner Enterprise 413-730-1187 h.biscoe@salesjobsearches.com Dannis AlyceHead of Sales Youngsville Enterprise 608-664-2792 a.dannis@salesjobsearches.com |

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