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Wood River, IL 55782

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in keiser-sau-3826618

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

Reference

Biscoe Horace

Head of Sales
Oconner Enterprise

📞 413-730-1187

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Dannis Alyce

Head of Sales
Youngville Enterprise

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Keiser Sau

Account Representative, Employee Benefits

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 experience in Proven customer service/relations skills and Programming / scripting understanding. Seeking a team player able to lead by example.

Expirience

Account Representative, Employee Benefits Oconner 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 Representative Youngville 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 Representative
Mainard 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 Representative
Martville 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 Representative
Lofquist 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

Education

Degree in Sales specialisation
University of Rocky Ridge, OH

2003 – 2007