



🏠 279 Tridell Road,  
Stryker, OH 18654

☎ 620-749-3349

✉ w.huitron@salesjobsearches.com

in huitron-winston-9403464

### Skills

- Deep product knowledge and consultative positioning with clients
- Solid balance of strategic and tactical skills
- Excellent written and verbal communication skills
- Strong Customer Relationship skills
- Excellent analytical, negotiation and organizational skills
- Good communication skills and team player

### Reference

#### Harary Granville

Head of Sales  
Bardsley Goods

☎ 873-421-2842

✉ g.harary@salesjobsearches.com

#### Ronda Pamila

Head of Sales  
Struggs Wholesale

☎ 160-913-9455

✉ p.ronda@salesjobsearches.com

# Huitron Winston

## Senior Key Account Manager International Buying Groups

### Summary

I'm 40-old Senior Key Account Manager International Buying Groups with over 13 years of expirience in Excellent written and verbal communication skills, Deep product knowledge and consultative positioning with clients and Solid balance of strategic and tactical skills. Certified in MicroStrategy certifications and ITIL V2 Managers Certificate and V3 Expert highly . Good communication skills and team player.

### Expirience

#### Senior Key Account Manager International Buying Groups Bardsley Goods , Littlerock, OH

2016 to Present

- Executing business programs that meet financial and business targets – through developing customer plans
- High learning agility to adapt and transform within a dynamic, fast-paced environment
- Establish pricing strategy coherent with the Regional realities and negotiate contracts
- Keep BP Management informed of any issues or developments that may affect BP's NOJV risk profile
- Meets with each Account Executive on team every week to track progress and provide feedback on each AE's KPIs
- Supports the identification of business opportunities utilizing unique technologies in each region

#### Senior Key Account Manager Video Collaboration Struggs Wholesale , Gueydan, LA

2013 – 2016

- Develops account plans for customers, setting strategies and timelines for review
- Provide input into the setting of monthly, quarterly and annual revenue and margin targets; ensure targets are achieved
- Manage (online) data analysis and reporting to deliver on objectives and accelerate business growth
- Interact with APD and Product Management to communicate key customer needs on Products and Solutions targeted at this new market
- Closely cooperates with the other two CS Account Managers for NR and LU, looking for Synergies and the best share of CS resources

**Key Account Manager Planner m/f**  
Brockhaus Sales International , Utica, SD

2010 – 2013

- Provide timely and effective verbal and written communication to our internal resources
- Track record of establishing strong customer relationships in highly technical solution-oriented environments
- Manage (online) data analysis and reporting to deliver on objectives and accelerate business growth
- Communicate process and Bio DS portfolio status and timelines to stakeholders and seek for feedback
- Develops new accounts and opportunities and utilizes the sale pipeline to effectively manage and gain new business

**Key Account Manager, Healthcare**  
Remondet Sales LTD , Rose Hill, MS

2008 – 2010

- Network within customer organization so that they are aware of Bosch Automotive Service Solutions capabilities and resources
- Supports Marketing and R&D teams in the identification and development of differentiated products and services
- Coaches Account Executives on team after each 4- legged call and provides a quarterly review of each AE
- Strategic thinking - ability to develop and consider wide variety of options before implanting strategic decisions

**Key Account Manager Utility Sales**  
3rd Wethago Enterprise , Chester Gap, VA

2006 – 2008

- Work closely with CU sales team and other stakeholders, including distributors, to plan and execute seedcare campaigns
- Translate client needs into actionable marketing strategy, developing impactful and targeted marketing and communication concepts
- Periodically visit customer dealerships to maintain awareness of issues and trends
- Support the execution of integrated marketing campaigns and monitoring its effectiveness in timely manner

**Education**

**Degree in Sales specialisation**  
University of Greenford, OH

2002 – 2006