

## Summary

I'm 37-old Territory Account Manager Strategic Accounts with over 11 years of experience in Excellent communication, interpersonal, and presentations skills, Excellent analytical, negotiation and organizational skills and Strong collaboration and people skills. Certified in HAZWOPER 40-hour training certificate and ability to obtain and FAA Airframe and Powerplant certificates . Team player with exceptional interpersonal skills.

# Nehmer Lacresha

## Territory Account Manager Strategic Accounts

## Experience

### Territory Account Manager Strategic Accounts Bondville Wholesale , Paisley, CA

2018 to Present

- Traffic jobs through the database marketing department, outside print vendors and internal and external lettershops
- Identify and generate up-sell opportunities; meeting or exceeding criteria outlined in your Sales Compensation Plan
- Develop and execute joint business, marketing, and technical enablement plans with partners
- Associate sales account manager opportunity for General Motors in the Car Multimedia (CM) division
- Design /configure basic fire alarm, security or communications systems
- Participate in new business proposal development, capability presentations and pitches with supervision

### Global Key Account Manager Food & Beverage Whetsel Sales , Viola, IA

2016 – 2018

- High energy, motivated individual with a commitment to excellence and strong leadership presence
- Track record of over-achieving quota However, we are willing to train and coach the right candidate
- Collaborate closely with the Suppliers' Marketing organization to evolve go-to-market strategies
- Plan and execute customer marketing activities and promotions in collaboration with brand activation team
- Must be able to work a weekday shift that could commence as early as 8:00 am or finish as late as 7:00 pm

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## Skills

- Excellent analytical, negotiation and organizational skills
- Strong collaboration and people skills
- Excellent communication, interpersonal, and presentations skills
- Strong organization and project management skills
- Basic knowledge of financial statement analysis and financial math
- Team player with exceptional interpersonal skills

## Reference

### Demmer Gennie

Head of Sales  
Bondville Wholesale

 355-953-6499

 g.demmer@salesjobsearches.com

### Rainbow Ludivina

Head of Sales  
Whetsel Sales

 177-129-3888

 l.rainbow@salesjobsearches.com

## **International Global Marketing Account Manager** **Greenwood Goods , Magnolia, IL**

2013 – 2016

- Manage about 15 core training partners, provide support to them and help them to grow training business
- Provides information, education, training, and advice on companys products and services to assigned clients
- Lead the development of the account plan taking into consideration the customer's marketing strategy and business objectives
- Engage, educate, and motivate the VW Dealer Network to create support and demand for the dealer fleet business
- Ensure retention and growth of customer accounts through delivering World Class customer service and responsiveness

## **Account Manager & Customer Service Internship** **Boerner Enterprise , Morrow, LA**

2012 – 2013

- Taking ownership to provide problem resolution and respond to customer inquiries in a timely manner
- Meet regularly with key customers onsite, travelling within the local market area frequently
- Evidence of face to face consultative selling and using presentation tools and techniques to influence and engage merchants
- Exercises professionalism at all times when dealing with external and internal customers

## **Spanish Speaking Graduate Trainee Account Manager** **Toppenish Exports , Westfield, MA**

2008 – 2012

- Supports other internal/external document production and internal/external projects as required
- Understands the communication needs of enterprise business clients and designs solutions to meet those complex business needs
- Generally, increase customer insight and coach wider organization on realizing associated opportunities
- Handoff all data needed to the appropriate post-sale resources to support closed projects through to implementation

## **Education**

### **Degree in Sales specialisation** **University of Mt. Vernon, IL**

2004 – 2008