



Cristian Benincasa

Account Manager

Goal-oriented, high-energy Account Manager with proven experience working with some of the major vendors in the global IT landscape.

In-depth knowledge of the IoT, cybersecurity, networking and unified communication solutions. Excellent skills in developing and nurturing business relations, identifying sales opportunities and consistently reach sales objectives.

I have developed excellent skills and knowledge of CRM Systems such as Salesforce. I am currently based in the UK but available to move to Italy effective immediately.

CONTACTS



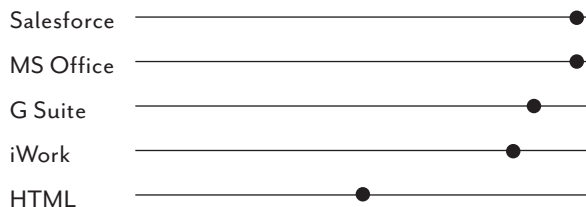
8 Lillymill chine, Basingstoke, RG24 8JT



Phone: +447522683808

Email: benincasa.cristian@yahoo.com

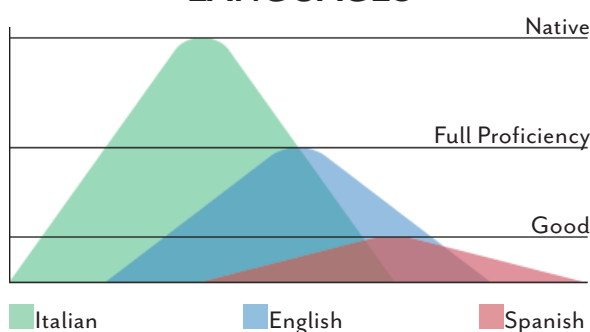
IT SKILLS



PERSONAL SKILLS



LANGUAGES



HOBBIES



Soccer



Music



Technology



Travel

WORK EXPERIENCE

Account Manager

Jan 2020 - present

Proofpoint - Reading (UK)

- Identifying and developing sales opportunities in the field of enterprise security on the Italian market, as well as identifying opportunities to grow business with existing clients.
- Managing the commercial relationship with existing and new clients through multiple contact points, such as over the phone and face to face meetings.
- Forecasting and tracking client account metrics.
- Managing projects within client relationships, working to carry out client goals while meeting company goals.

Inside Sales Representative

May 2018 - Dec 2019

Extreme Networks - Reading (UK)

- Identifying and developing sales opportunities in the field of networking solutions on the Italian market.
- Managing the commercial relationship with existing and new clients. Proactively contacting clients to maintain a consistent high level of service delivery.
- Achieving weekly, monthly and quarterly targets.

Business Development Manager

Nov 2015 - June 2018

EIMS, Bournemouth (UK)

- Managing campaigns for **Polycom**, **Symantec** and **Hitachi Vantara**.
- Identifying and developing sales opportunities in the field of IoT, digital transformation, Business Intelligence, Big Data Analytics, cybersecurity and unified communication on the Italian market.
- Managing the commercial relationship with existing and new clients.
- Proactively contacting clients to maintain a consistent high level of service delivery.

EDUCATION

Italian Diploma - Accounting and commerce

1997 - 2002

Istituto Superiore Luca Pignato, Caltanissetta (Italy)

Certificate - Sound Design

2007 - 2008

Istituto Mottura, Caltanissetta (Italy)

References available upon request.