

Corporate Account Manager Corporate Account Manager Corporate Account Manager Chicago, IL
Authorized to work in the US for any employer Work Experience Corporate Account Manager
ARTUN TRAVEL - Chicago, IL January 2014 to April 2019 Responsible for planning and delivering
business, leisure, academic, and group travel itineraries. Develop and maintain strong business
relationships with airline companies to negotiate and secure additional discounts and favorable
terms on behalf of clients. Comprise weekly sales and expense reports to track ongoing
performance. Analyze client and portfolio trends to address client behavior and build action plans to
maintain high retention, booking numbers, and revenue. Participate in company marketing and
re-branding initiatives. Maintain contact with banks on a regular basis, oversee cashflows, and
monitor account transactions. Managed 45 corporate accounts totaling \$6m in value.

Improved sales process by using Sabre and Microsoft CRM products. Increased sales revenue by
52% with the help of social media to target younger demographics. Created sales and expense
reports. IT Consultant TECHNO-WORLD USA - Northbrook, IL January 2013 to January 2014

Diagnosed and serviced hardware and software issues on personal and business computer.
Managed daily inventory, ordered necessary supplies and software, determined priorities, and
ensured adherence to project deadlines. Project Manager ACARAY January 2008 to October 2010

Liaised with college students to identify problems and implement appropriate resolutions. Prioritized
urgency of problematic issues by analyzing cost, demand, and urgency. Proposed construction
plans for management and government approval, while tracking ongoing status of multiple projects
simultaneously.

Education Master's in Business Administration Northeastern Illinois University -
Chicago, IL June 2018 to Present B.S. in Economics HITIT UNIVERSITY 2012 Skills HTML (10+

years), CSS (5 years), Sabre (6 years), Analysis (5 years), Budgeting (3 years), Expense Reports (5
years), Sales Management (5 years), SQL (3 years), Account Management, Data Entry, MS Office,
Microsoft Office (10+ years), Sales, CRM, Powerpoint Links
<https://www.linkedin.com/in/gerry-yilmaz-3aa87392/> Certifications/Licenses Scaling operations:

Linking strategy and execution Driver's License

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