



# HENRY JAMES BECK

## Account Manager

### Work Experience

#### Emnandi Bioplastics (Start-up) - London, United Kingdom (Remote) Business Developer 2022 - 2023

Worked with management to establish the start-up's operational procedures and infrastructure. Developed marketing strategy and client engagement plans while acting as the organisation's face, chairing meetings, managing relationships and ensuring client success by driving delivery.

#### Key Achievements ☆

- Maintained account relationships by ensuring client outcomes were being achieved.
- Architected the implementation of a company-wide CRM system.
- Co-developed and actioned a marketing plan that generated numerous sales leads.
- Developed presentations and project plans to support client fundraising efforts.
- Co-created the company's original website and website content.

#### Healy Consultants Group - Dubai, United Arab Emirates (Hybrid) Senior Client Relationship Manager 2018 - 2022

Consulted with clients to grasp their objectives and devise roadmaps to meet their targets. Maintained client relationships and periodic account health checks to reduce client churn. Additionally mentored staff and supported local and global expansion operations.

#### Key Achievements ☆

- Consulted clients to understand their challenges and develop solutions to address them.
- Closed sales and managed projects to the annual average value of US\$400,000.
- Architected and led change management efforts on numerous company initiatives.
- Designed and implemented a new company wide filing system.
- Trained and mentored new joiners, helping them quickly assimilate into the company.

#### Indigo Squared IT Technology - Johannesburg, South Africa (On-Site) Accounts & Project Manager 2014 - 2018

Managed the operations of Indigo Squared's Johannesburg office in South Africa. Team lead responsible for consulting with clients to understand objectives, devising solutions and deploying and monitoring teams to ensure desired client outcomes were being met.

#### Key Achievements ☆

- Developed C-level relationships with various clients to inspire and maintain brand loyalty.
- Managed hundreds of successful projects, driving results for clients.
- Managed the Johannesburg branch which consisted of 12 team members.
- Generated sales and managed projects to the value of US\$500,000 for the company.
- Trained employees to drive their personal growth and value to the business.

### Education

#### The Open University - Milton Keyes, United Kingdom

Professional Certificate of Management 2017 - 2018

Masters of Business Administration - (in progress part-time) 2021 - 2024

#### Professional Certifications

PRINCE2 Foundation 2022

Salesforce Sales Operations Specialist 2023

Full Stack Developer (JavaScript) - (in progress part-time) 2023

Hi there, I'm Henry!

Thank you for taking the time to read my CV.

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## Summary

I'm a South African based in Dubai.

A consulting account manager with 9 years of experience working across Africa, Europe, Asia and America.

Demonstrable skills in business development, project management, data analysis and Information Technology.

A lifelong learner currently enrolled in a part-time MBA program and programming bootcamp.

## Skills

Account Management	★★★★★
Project Management	★★★★★
CRM (SalesForce, HubSpot)	★★★★★
Communication	★★★★★
Microsoft Office Suite	★★★★★
Artificial Intelligence Tools	★★★
Data Analysis	★★★
Web Dev/ Programming	★★

## Seeking

A challenging role within an organization that encourages initiative and independence and permits high growth potential.

A team that is highly collaborative, dynamic and ambitious with the drive to change the game, in whatever they're doing.

An honourable company, that strives to deliver true value to it's clients.

Motivated leadership that offers mentorship and direction with integrity and virtue.

## Personality

Extroverted	Empathetic
Inquisitive	Compassionate
Enthusiastic	Principled