

Omar S. Farouk

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Professional Summary

Experienced account manager with 7 years in B2B industrial sales, focused on large contract negotiation, in-person presentations, and client retention. No background in phone-based or B2C sales.

Core Competencies

- B2B Relationship Management
 - Contract Negotiation
 - Proposal Writing
 - On-Site Presentations
 - Customer Retention
 - Cross-Sell/Up-Sell
 - Key Account Growth
 - Strategic Planning
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Professional Experience

Account Manager

Midwest Supply Group | Detroit, MI | Mar 2016 – Present

- Managed portfolio of 40+ enterprise clients in manufacturing and logistics
- Negotiated \$3M+ in annual contracts; led on-site product demos
- Developed strategies to increase customer retention

Sales Coordinator

ProTech Components | Toledo, OH | Sep 2013 – Feb 2016

- Supported sales team with research and quote preparation
 - Coordinated scheduling for field visits
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Education

B.S. Industrial Engineering, Wayne State University

Technical Skills

Salesforce | Excel | PowerPoint

Languages

English (native), Arabic (conversational)