

Rami Shoula

Account Manager

👤 Profile

Experienced and self-motivated Account Manager with five years of industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, increase revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers.

📁 Employment History

Account Manager at Mac Cosmetics, New York

August 2013 — September 2019

- Worked to support sales team and rise against competition.
- Effectively built and maintained long-lasting client relationships.
- Collaborated with sales team members to identify growth opportunities and develop strategies to seize them.
- Worked with Customer Service and Product Development departments to enhance overall customer experience.
- Communicated the progress of quarterly initiatives to internal and external stakeholders.
- Implemented client-focused solutions to enhance sales volume.

Business Development Representative at Mac Cosmetics, New York

November 2011 — August 2013

- Effectively acted as a liaison between our Marketing and Sales teams.
- Identified client needs and suggested appropriate services to enhance client experience.
- Continually researched new business opportunities in the market.
- Built long-term trusting relationships with clients to achieve ultimate client retention.

Sales Associate at Nordstroms, New York

June 2009 — October 2011

- Served as an enthusiastic and productive Sales Associate.
- Provided customers with optimal customer service and excellent assistance at all times.
- Answered customer queries and concerns to the best of my ability.
- Worked to help maintain a neat and presentable sales floor.
- Worked well with co-workers to ensure positive customer experiences.

🎓 Education

Bachelor of Communications, Hunter College, New York

August 2006 — May 2010

Details

romioshoula@gmail.com

Skills

Excellent Communication Skills

Customer Service Skills

Project Management Skills

Collaboration Skills

Creative Problem Solving Skills

High School Diploma, Sacred Heart Academy, New York

September 2002 — June 2006

References

Henry Forenstein from Hunter College

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Jane Storrs from Mac Cosmetics

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Linda Neal from Mac Cosmetics

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