

MICHAEL ANDERSON

Wholesale Account Manager

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Experienced Wholesale Account Manager with a specialized focus on the automotive industry. Demonstrates a strong ability to manage complex accounts and drive sales growth through effective relationship management. Skilled in identifying market trends and leveraging them to develop targeted sales strategies. Proven experience in negotiating contracts and achieving favorable terms for both clients and the organization.

WORK EXPERIENCE

Wholesale Account Manager | Auto Parts Distribution Inc.

Jan 2022 – Present

- Oversaw wholesale account operations for a diverse range of automotive products.
- Developed strategic partnerships with key automotive retailers to enhance distribution.
- Conducted market analysis to identify growth opportunities within the automotive sector.
- Managed contract negotiations to secure favorable terms with clients.
- Coordinated with supply chain teams to ensure timely product availability.
- Provided exceptional customer service to build long-term relationships with clients.

Sales Representative | Vehicle Supply Solutions

Jul 2019 – Dec 2021

- Managed client accounts in the automotive aftermarket sector.
- Developed sales strategies that resulted in a 20% increase in market share.
- Provided training to clients on new automotive products and technologies.
- Conducted regular follow-ups to ensure client satisfaction and address concerns.
- Analyzed sales data to inform product offerings and promotional activities.
- Participated in automotive trade shows to promote products and network with industry professionals.

SKILLS

Account management

Automotive sales

Market analysis

Contract negotiation

Customer service

Supply chain coordination

EDUCATION

Bachelor of Science in Business Management

2015 – 2019

Automotive University

ACHIEVEMENTS

- Achieved record sales growth in the automotive division.
- Recognized for exceptional relationship management with key accounts.
- Successfully launched a new product line that dominated market share.

LANGUAGES

English

Spanish

French