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Simon J King, BEng (Hons)
Major Account Manager

Successful Account Manager

High performer selling software solutions into the financial sector. In 2003-05 recognised as the top account manager out of a team of 8 other people. Ability to build solid relationships at C-Level and execute quota in excess of £1.2 Million (Worth anywhere between £50,000-£500,000). Consistently exceeded sales targets: Q4 2005 112%, 110% 2004, 106% 2003, 103% 2002, 98% 2001, 102% 2000 and 96% 1999.

Successful career specialising in major Account Management in the financial sector has resulted in several awards for outstanding achievement.

Capabilities

Sales

Consistently exceed sales targets. Ability to Plan and execute successful sales campaigns to secure profitable business. Apply the principles of strategic & power base selling. Develop a large & loyal self-referencing installed base of customers. Specialise in building solid customer relationships for the long-term.

Negotiation

Negotiate profitable contracts with customers. Making sure everyone feels that they have won in the process. Negotiated contracts up to £500,000.

Communication

At ease with senior board level executives. Use a consultative selling style combined with the principles of SPIN selling. Build rock solid, strong & lasting relationships with clients on the phone and in person. Ability to write persuasive proposals and white papers. Present well to large groups either at customers, seminars, shows or exhibitions.

Leadership & Management

Ability to help staff to find and apply their own hidden talents and abilities. Put others at ease to help them maintain their focus and commitment. Manage, motivate and train staff to achieve company targets and standards

Personal

Maintain a professional business manner at all times. Self-motivated and results focused. Maintain a sense of humour and positive attitude. Can work well alone and as part of a team.

Education

BEng (Hons) (2:2) Mechanical Engineering, Nottingham University, 1992

'A' Levels – Mathematics (A), Physics (A), Geography (E) – Hill View 6th Form College

'A/O' Level – Mathematics (A) – Hill View 6th Form College

GCSE's – Mathematics (A), Geography (A), Science single (A), Science Double (A),

Technical Comm. (B), English Language (B), English Literature (C), French (E) – Hill View School

Sep
2000 –
Present

Caplin Software Inc is a leader (Nasdaq) enterprise e-learning software corporation specialising in Financial management to global 5000 corporations. www.Caplin_XXX.Com

Major achievements

- Stabilised position within key accounts such as Company A, CompanyB and Company C.
- Achieved sales target by 103%

1996 –
Sep
2000

Logicall Systems Ltd is a software solution provider to the UK Banking & retail, industry. Held various sales positions all involved helping to get productive results from key accounts. www.Logicall-XXX.com

1998-
2000

Senior Sales Executive (Account management)
SmarTeam **Product Lifecycle Management (PLM)** & **Product Document Management (PDM)** software solutions to UK Manufacturing industry,

Major Achievements

- Won Major Contracts worth (£1/2 Million) with BIG company X & worth (£1/2Million) Company Y.
- Successfully competed and kept out larger competitors. Even those offering much cheaper solutions.
- Recognised as the TOP Account manager at multiple major account wins.

1996-
1998

Sales Executive (Account management)
Financial planning solutions sold to UK Hotel & Leisure industry.

Major Achievements

- Won many major new business accounts with companies like A, B, C....
- Consistently achieving 100-120% over target. Lowest year was 98%. Won Top sales Dog two years in a row.
- Key to the development of large accounts.