



Cristian Corrado

10090, Gassino Torinese Torino

Professional Summary

Results-oriented National Account Manager effective at expanding territories and building retention. Highly organized with excellent communication and planning abilities. Offering 5 years of experience in sales environments. Maintained equilibrium for efficiency across entire organization. Handle all departments and enforced organizational and industry standards to deliver quality and cost-efficient output.

Skills

Relationship Building	Detail-Oriented
Performance Evaluations	Sales Targeting
Problem Solving	Presentations and Public Speaking
Market Trend Analysis	Lead Identification and Generation

Work History

02/2020 - Current

National Account Manager

Csi Piemonte, Turin, Italy

- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Listened attentively to client feedback and worked with product development team to introduce new services.
- Grew sales from 300.00€ in 2020 to more than 2 million € in 2022.
- Increased market penetration. (Citta Metropolitana di Roma new consortium member and Formez PA (Rome), Indire (Florence) new clients)

02/2017 - 01/2020

Account Manager

Csi Piemonte, Turin, Italy

- Manage Piedmont territory, pipeline and customer base, develop and execute selling strategy, monitoring the client's budget, explaining costs, and negotiating new terms. Ability from start to finish throughout the sales cycle. Increased total revenue an average of 20% annually by upselling activities.
- Contributed to annual revenue goals by selling new services and developing new accounts.

07/2010 - 01/2017

Web Content Specialist

Csi Piemonte, Turin, Italy

- Formatted articles, blogs and webpages with HTML, photos and infographics.
- Little development for Joomla, Drupal, Wordpress CMS

- Evaluated project requirements and content standards for each project to produce copy in line with creative structure.
- Managed competing deadlines with efficiency.
- Wrote advertising material for use by publication, broadcast or internet media to promote sale of goods and services.

05/2003 - 06/2010

Service Specialist

Csi Piemonte, Turin, Italy

Alice Gestione Lavori (Maggioli Group) Turin Municipality

- Maintained customer satisfaction with forward-thinking strategies focused on addressing customer needs and resolving concerns.
- Managed over 50 customers calls per day

Education

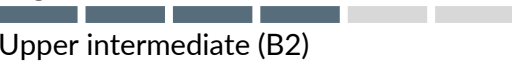
Political Science And International Relations, *University UNIMERCATORUM*, Rome, Italy

High School Diploma, *SAA Scuola Di Amministrazione Aziendale*, Turin, Italy

High School Diploma, *Diploma Di Ragioneria*, Turin, Italy

Languages

English



French

