



# Konstantinos Toumpanis

Account Manager

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Account Manager handling key accounts in the Field Sales channel with strong academic background in Business Studies and IT. Proven experience in sales coordination, field and digital marketing, corporate web development and acquisition of new accounts. Self-driven, professional and enthusiast in establishing strong customer relationship.

## WORK EXPERIENCE

### Sales Coordinator & Supervisor

Chapter Five

09/2015 - 10/2021

Athens, Greece

Field & Digital Marketing

#### Projects & Responsibilities

- Key account management including **brand promotion, order management and personalized customer relationship development**. Indicative accounts: Pernod Ricard, Imperial Tobacco, Coca-Cola
- Sales Promotion team coordination and supervision
- Collaboration with Presales Team for the acquisition of new accounts

### Junior Project Manager

Sport Depot

10/2013 - 05/2014

Sofia, Bulgaria

Sporting Goods Retailer

#### Projects & Responsibilities

- Support to Regional Sales Director in business expansion projects
- Business analysis in competition, market penetration and local market regulations areas
- Local website design and support

## EDUCATION

### MSc IT for Business Management

Technical University of Sofia

10/2017 - 02/2022

Sofia, Bulgaria

#### Courses

- HR, Finance, Business Management, ERP Systems, Risk Management, IT Strategy Development, IT Solutions in various Industries

### BSc Computer Science & Engineering

Technical University of Sofia

09/2013 - 07/2017

Sofia, Bulgaria, Grade: 4.22 / 6 (Very Good)

#### Courses

- Mathematics, Algorithm Design and Analysis, Information Security, Operating Systems, Databases, Computer Networks, Artificial Intelligence, Virtual Reality

## SKILLS

Account Management

Brand Management

Field Sales Coordination

Digital Marketing

Customer Relationship

Team Leading

Business Analysis

Java

C++

C#

SQL

PHP

HTML

## LANGUAGES

Greek



English



Bulgarian



French



## INTERESTS

Programming

Social Media

Gadgets

Trips

Cinema

Sports

Concerts