

Mason Williams

Product Manager

CONTACT



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Residence Visa: XYZ working visa
Nationality: British
Date of birth: January 08, 1987

OBJECTIVE

Aiming to contribute in the aims and objective of the company's objective and strategy, while working on the self-development and growth.

TRAINING

- ✓ 2010 Commercial development
- ✓ Marketing Research
- ✓ Sales process
- ✓ Finance
- ✓ Time Management
- ✓ Basic Negotiation Skills/Role Play
- ✓ Sales Prospecting for Growth
- ✓ Writing a winning Proposal
- ✓ CSR

INTERESTS

- ✓ Cultural Clubs and Heritage Activities
- ✓ Voluntary interests include donations and charity
- ✓ Athletic interests include Gym, swimming and football



WORK EXPERIENCE

Customer Manager

October 1st 2010- Cont.

XYZ- Chemical Company, London

Key Responsibilities includes:

1. Managing the implementation of sales strategy.
2. Identifying and developing new business opportunities.
3. Assessing market potential and threats, future trends and competitive activities.
4. Attending technical trainings for assigned products portfolios.
5. Managing a portfolio of projects that will guaranty a continuous growth.
6. Interfacing with customers at all organization levels and with various functions ranging from purchasing, to research and development as well as production till CEO level.
7. This Job requires exposure and commercial interactions with several industries such as Renewable Energy, Construction Chemicals, Composites, water treatment, Home and personal care, Inks and Coatings, Fuel additive, Packaging, food and beverages, Pharmaceuticals, and Oil & Gas.
8. Working and coordinating closely with Customer Service, supply chain and logistics team to ensure best service and product supply for the customer.
9. Working closely with customers on R&D projects, such as developing new applications for their market by introducing new/existing Dow products.



EDUCATION

ABC UNIVERSITY, London

Bachelor degree in Chemical Engineering

Senior Standing, expecting to graduate May 2013

- Courses include: Introduction to engineering, general chemistry, biology and physics, Electric circuits, Calculus and Statistics and many other

XYZ Private School, London

High School Diploma - Graduated May 2009

- Participated in cultural and athletic activities

Professional Skills

