

ERIC KINNAUGH

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CAREER OBJECTIVE

Motivated and results-driven account management professional with a proven track record in sales. Seeking a role with a new challenge and opportunity to help the company execute on strategic goals.

PROFESSIONAL EXPERIENCE

Account Manager

Pictura – Woodland Park, NJ

April 2025 – Present

- Increased client retention by 30% through personalised engagement and tailored solutions.
- Leveraged data analytics to track and forecast customer purchasing behaviours, driving a 38% increase in turnover within three months.
- Surpassed monthly sales goals by 20% by identifying competitor weaknesses and converting key leads.
- Negotiated contracts resulting in a 12% margin improvement and enhanced client satisfaction.

Sales Representative

Cooper Electric – Fairfield, NJ

August 2022 – March 2025

- Q3 2024 Managed a \$2.3M+ portfolio across NJ, NY, and PA, increasing sales 18% year-over-year.
 - Improved stock efficiency by 43% through accurate inventory forecasting.
 - Q1 2024 Reduced procurement costs by \$40K/month through strategic supplier negotiations.
 - Q1 2023 Boosted client satisfaction scores by 60% with proactive on-site visits and service follow-ups.
 - Q4 2022 Implemented a data-driven forecasting system, reducing supply chain delays by 35%.
 - Q4 2022 Contributed to a 20% rise in referral business through strategic relationship-building.
 - Grew regional market share by 25% via targeted lead generation and outreach.
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EDUCATION

Associate of Business Administration

County College of Morris

Randolph, NJ

Sep 2015-Aug 2018

High School Diploma

Montville High School

Montville, NJ

Sep 2009- Jun 2013

LEADERSHIP & ACHIEVEMENTS

- **Board President – Crescent Court Homeowners Association (HOA)**
- Oversaw HOA financial records and managed communications between members and vendors.