



# WILLIAM THE CONQUEROR



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## Profile

Key Accounts Executive with a 20 year professional experience and knowledge of IT technologies. I have background in accounting and finance consulting. I am skilled in executing large (50 mln +) contracts and managing project teams. Looking to take on a senior role as a an account executive advisor.

## Work experience

**Key Accounts Executive** 2011 – 2017  
Dell, London, United Kingdom

Responsible for:

- Generating monthly accounts closing, reporting and analysis.
- Liaising with auditors, bankers and relevant statutory bodies on related matters.
- Managing daily accounting and financial operation.
- Preparation of full set of accounts.
- Verification and posting all accounting entries, maintaining timely and accurate input of information in the accounting system.

**Account and Finance Executive** 2006 – 2011  
Hewlett Packard, London, United Kingdom

- Arranged invoice for documentation.
- Liaised with bankers and insurers regarding financial transactions.
- Developed budgets for specific projects.
- Executed in-market activities plans in line with channel plan.
- Identified, qualified, and quantified new potential business.
- Found new potential customers.
- Involved in all aspects of the hiring process.

**Accounts Payable Supervisor** 2000 – 2006  
IBM, London, United Kingdom

Responsible for:

- Assisting in payroll department.
- Assisting with end-year audit.
- Managing the correct deployment of accounting procedures, corporate policies and systems.
- Prepared daily cash report and weekly cash entries.
- Resolving vendor inquiries.
- Supervising and delegating workload and training accountants payable staff to methods and procedures per company policies.

**Junior Account Manager** 1997 – 2000  
Mc Kinsey, London, United Kingdom

- Monitored and recorded company expenses.
- Scheduled meetings and discussions with clients.
- Identified up-sell opportunities with current clients.
- Kept track of deadlines and ensures all of the clients requests and tasks were completes in a timely manner.

## Education

**Management and Economics** 1996 – 1997  
Cambridge University

**Accounting** 1992 – 1996  
Kings College London