

Today on **#STORIEIDeAli**, **Claudia Soavi**, Account Manager of Garbagnate Milanese's branch, tells us the characteristics of the perfect Account Manager, according to her experience.

1. Who is the Account Manager in Ali?

The Account Manager in Ali is a professional with expertise in every aspect of the Human Resources. He plans the activities to reach the branch's goals.

2. Which are your goals? How do you reach them?

At the moment, my biggest goal for my branch is to achieve the established budget. I'm organizing the branch in order to prepare it to new challenges.

3. Could you tell us your week at work?

Our life is pretty chaotic, one must find the balance between his organization and the unexpected events that may occur. I've learnt that the best way to do so, is to have a little meeting every morning, in order to divide the activities and establish our priorities. Every evening, before going home, I verify what has been done and what hasn't, and I think about new strategies to adopt.



**Claudia Soavi, Account Manager,
Garbagnate Milanese's branch**

4. In your opinion, which characteristic should the perfect Account Manager have?

He must be communicative and supportive. He should have a consultant spirit, he should be organized and a great planner, goal-oriented, enthusiastic and passionate.

5. Was it hard for you to become an Account Manager?

If I could use a metaphor, I would say I felt like I was climbing a mountain: I felt the tiredness but when I looked down at the breathtaking view, I forgot it all.

6. What do you feel you still have to do for Ali?

I would like my branch to grow, and my colleagues too: I want them to reach their goals and to fully express their potential.

7. What is the thing that you prefer in your profession?

The possibility to create and handle different relations on different levels. Knowing that every day is different from the previous one and the following one. I feel like I learn something and I grow a little more, every day.