



Contact

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Website

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Education

2013-2017

Bachelor of Economics & French

University of Kentucky

2022-2023

Post Graduate Certificate of Dutch & Translation

Universiteit Gent

Expertise

- (B2B) Account Management
- Purchasing & procurement
- Report Generation
- Logistics | Planning & follow up
- Teaching & Training
- OMS Operations & CRM

Languages

English: Native Language

French: C2

Dutch: C1

Houston Parsons

B2B Account Manager & Trilingual Sales Expert

Multilingual B2B Account Manager with 10 years experience in sales, customer relationship management, account growth and international communication. Fluent in English, French and Dutch. Proven ability to build client relationships, manage complex customer needs, retain new clients, and deliver results across international markets.

Experience

May 2024 – August 2026

Nayan BE | Samsonite, GiftsForEurope, Leonidas Online

B2B Account Manager | International Sales & Client Support

- Manage B2B client relationships across multiple e-commerce brands, serving corporate and retail customers throughout 30+ nations in Europe and worldwide.
- Drive €750K+ in annual sales through proactive account management, lead qualification, and tailored product recommendations.
- Coordinate with procurement, logistics, quality control, and customer service teams to ensure smooth order fulfillment and client satisfaction.
- Develop quotations, negotiate commercial terms, and oversee large-volume corporate orders.

September 2020 – June 2022

Ministère d'Éducation | Amiens & Lille, France

Language Assistant

- Taught English to lycée and collège students
- Prepared students for Cambridge examinations
- Managed classes independently across multiple age groups
- Developed public speaking and leadership skills

2020

US Department of Commerce | Lexington, KY

French - English Interpreter

- Supported census data collection by conducting follow-up visits with French-speaking households, verifying responses and collecting missing information.
- Improved French language fluency, communication accuracy, and field time management.

2020

SP+ Parking Corp | Lexington, KY

Site Supervisor

- Supervised valet teams across two hospitality sites, coordinated daily operations, handled revenue reporting, and completed secure bank deposits for SP+.

June 2014 – December 2019

Eckart Wholesale Supply | Lexington, KY

Inside Sales Representative

- Progressed from warehouse operations into an inside sales role through strong product knowledge and customer relationships.
- Managed customer accounts for electrical contractors, providing quotations, product recommendations, and order support.
- Coordinated purchasing and procurement activities with vendors to ensure product availability and timely delivery.
- Collaborated with warehouse, purchasing, and delivery teams to ensure accurate and efficient order fulfillment.