



Sophia Hill

Key Account Manager

Key account manager with seven years of experience building and maintaining strong relationships with high-value clients. Skilled in contract negotiation, strategic account planning, and achieving revenue goals. Adept at identifying growth opportunities and driving long-term client satisfaction.

CONTACT INFORMATION



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Orlando, FL

KEY SKILLS

- Account planning
- Client onboarding
- Contract negotiation
- CRM systems
- Relationship building

EDUCATION

- BACHELOR OF SCIENCE (B.S.)
IN FINANCE

Florida State University |
Tallahassee, FL | May 2015

PROFESSIONAL EXPERIENCE

KEY ACCOUNT MANAGER | PRIME SOLUTIONS, ORLANDO, FL
January 2018 - Present

- Managed 10 high-value accounts, contributing \$8 million in annual revenue
- Improved client retention rates by 30% by delivering tailored solutions and proactive communication
- Negotiated long-term contracts, securing \$5 million in recurring revenue

ACCOUNT EXECUTIVE | VELOCITY SALES, TAMPA, FL
August 2015 - December 2017

- Increased account portfolio revenue by 20% through upselling and cross-selling strategies
- Provided detailed sales forecasts, improving quarterly planning accuracy by 15%