

Your Name

City, State Abbreviation Zip Code | (123) 456-7890 | email@example.com | LinkedIn | Portfolio

Profile

- Distinguished account manager with robust experience in maintaining client relationships, boosting sales, and contributing to strategic planning. Graduated from Stanford Graduate School of Business, with an impressive portfolio, including stints at industry leaders such as Procter & Gamble and Johnson & Johnson. Strong skills in customer relationship management, sales, strategic planning, negotiation, and professionally certified by National Association of Sales Professionals, Strategic Account Management Association, and Project Management Institute.

Education

- Master's Degree in Business Administration (MBA) | LEHIGH UNIVERSITY - COLLEGE OF BUSINESS & ECONOMICS, Bethlehem, PA | September 2018 – May 2020
- Bachelor of Science in Marketing | DREXEL UNIVERSITY, Philadelphia, PA | September 2013 – December 2017

Certifications

- Certified Professional Sales Person (CPSP), National Association of Sales Professionals, 2020
- Certified Strategic Account Manager (CSAM), Strategic Account Management Association, 2019
- Project Management Professional (PMP), Project Management Institute, 2018

Key Skills

- Client relationship management
- Data analytics
- Negotiation
- Sales skills
- Strategic planning

Professional Experience

SENIOR ACCOUNT MANAGER, PROCTER & GAMBLE, BOSTON, MA | JUNE 2018 – PRESENT

- Delicately maintained and managed relationships with high-profile clients, leading to an increase in client retention rate by 35% over two years
- Strategically identified opportunities, resulting in a 40% increase in overall sales and revenue from the assigned client base since 2020
- Contributed significantly to strategic planning efforts by providing comprehensive reports based on customer feedback and data, helping to set the company's strategies and goals

JUNIOR ACCOUNT MANAGER, JOHNSON & JOHNSON, PHILADELPHIA, PA | MAY 2016 - JUNE 2018

- Successfully handled client relations and addressed their issues promptly, causing a rise in overall customer satisfaction
- Effectively used sales skills to upsell and cross-sell products, which resulted in a considerable boost in sales figures
- Participated in strategic planning meetings with senior management, providing vital insights and suggestions for growth