

HP

Location

New York, NY

Phone

(123) 456-7890

Email

email@example.com

Website

Linkedin | portfolio

Education

Syracuse University, Syracuse, NY
March 2016
Master of Business Administration (MBA)

Hunter College, New York, NY
May 2012
Bachelor of Business Administration

Key Skills

- Business development
- Client relationships
- Leadership and team management
- Revenue growth management
- Strategic account planning

Henry Parker

An experienced senior account manager with an MBA and proven performance in driving business growth and managing key accounts within large organizations. Equipped with a distinguished set of skills in CRM, strategic account planning, leadership, and team management. Track record for enhancing customer satisfaction, securing new business opportunities, and leading high-performing teams.

Professional Experience

Senior Account Manager, PepsiCo | Harrison, NY
July 2016 - Present

- Managed a portfolio of over 50 key accounts, contributing a total of \$5 million in annual revenue
- Increased overall client satisfaction by 30% through strategic relationship management and a keen understanding of client needs
- Developed and led a high-performing marketing team, achieving a 25% increase in efficiency in account management operations

Account Manager, Unilever | New York, NY
May 2013 - May 2016

- Successfully secured contracts with 15 new clients within the first year, adding an additional \$2 million in revenue
- Implemented strategic account planning methods that resulted in a 20% increase in account profitability
- Served as the main point of contact for major clients and resolved escalated issues, achieving a 95% client retention rate

Certifications

- Certified Professional Sales Person (CPSP), National Association of Sales Professionals, March 2019
- Certified Sales Leadership Professional (CSLP), Sales Management Association, February 2017
- Certified Strategic Account Manager (CSAM), Strategic Account Management Association, February 2016