




Sophia Watson

Sales Account Manager

Dynamic sales account manager with six years of driving territory growth for B2B technology solutions. Adept at consultative selling, pipeline development, and customer success. Achieved 150% of quota three years running.

CONTACT

 (123) 456-7890

 email@example.com

 LinkedIn | Portfolio

 Denver, CO

KEY SKILLS

- Consultative selling
- Pipeline management
- CRM optimization
- Customer retention
- Forecast accuracy

PROFESSIONAL EXPERIENCE

SALES ACCOUNT MANAGER | TECHSOLUTIONS INC., DENVER, CO
FEBRUARY 2017 – PRESENT

- Grow annual bookings from \$2 M to \$4 M by expanding into new verticals
- Maintain a 95% customer retention rate through proactive account health reviews
- Implement CRM best practices that shorten the sales cycle by 20%

INSIDE SALES REPRESENTATIVE | TECHSOLUTIONS INC. , DENVER, CO
JULY 2014 – JANUARY 2017

- Qualified inbound leads, driving a 30% increase in SQLs
- Supported the field team by coordinating demos and RFP responses
- Exceeded quarterly call and meeting KPIs by 40%

EDUCATION

Bachelor of Science in Marketing
University of Colorado Boulder, CO , Boulder, CO | May 2015

CERTIFICATIONS

Certified Inside Sales Professional (CISP) , AA-ISP, June 2016