

Anthony Martinez

Senior Account Manager

Experienced and accomplished account manager with a strong educational background. Track record in managing client relationships, achieving sales targets, and facilitating effective team coordination at Procter & Gamble and Johnson & Johnson. Certified Professional Sales Person (CPSP) with further credentials in project management and business analysis. Noted for driving annual revenue growth and boosting customer satisfaction.

KEY SKILLS



- Client relationship management
- Financial planning
- Revenue generation
- Team coordination
- Sales negotiation

EDUCATION



Bachelor of Science in Marketing

Rutgers University
New Brunswick, NJ | May 2013

PROFESSIONAL EXPERIENCE



Senior Account Manager | Procter & Gamble , Cincinnati, OH
July 2016 – Present

- Grew customer satisfaction scores by 25% over two years through strategic account planning
- Exceeded sales targets consistently, driving 30% annual revenue growth for the division
- Collaborated with cross-functional teams to deliver tailored client solutions

Account Manager | Johnson & Johnson , New Brunswick, NJ
June 2013 – June 2016

- Increased client retention rates by 20% with proactive account management
- Generated \$2 M additional revenue through up-selling and cross-selling efforts
- Liaised between sales, marketing, and service teams to ensure seamless client experiences

CERTIFICATIONS



- Certified Professional Sales Person (CPSP) , NASP, May 2017
- Project Management Professional (PMP) , PMI, June 2015
- Certified Business Analysis Professional (CBAP), IIBA, May 2014