


# Jessica Allen


## Strategic Account Manager


An experienced strategic account manager with an MBA and proven success in driving business growth and managing key enterprise accounts. Expert in CRM, strategic planning, leadership, and team management. Known for enhancing customer satisfaction, securing new business, and leading high-performing teams to exceed targets.

### CONTACT

 (123) 456-7890

 email@example.com

 LinkedIn | Portfolio

 Syracuse, NY

### KEY SKILLS

- Business development
- Client relationship building
- Leadership and team management
- Revenue growth strategy
- Strategic account planning

### EDUCATION

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

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

### PROFESSIONAL EXPERIENCE

STRATEGIC ACCOUNT MANAGER | PEPSICO , HARRISON, NY  
JUNE 2016 – PRESENT

- Managed 50+ key accounts, generating \$5 M in annual revenue
- Improved client satisfaction by 30% through tailored solutions and continuous engagement
- Built and mentored a marketing team that boosted account management efficiency by 25%

ACCOUNT MANAGER | UNILEVER , NEW YORK, NY  
MAY 2013 – MAY 2016

- Secured 15 new client contracts in year one, adding \$2 M in revenue
- Implemented planning methods that raised account profitability by 20%
- Maintained a 95% client retention rate through proactive issue resolution

### CERTIFICATIONS

- Certified Strategic Account Manager (CSAM) , SAM Association, May 2016
- Certified Sales Leadership Professional (CSLP), Sales Management Association, June 2017
- Certified Professional Sales Person (CPSP), NASP, May 2019