

JC

# Juan Cooper

## Enterprise Account Manager

Enterprise account manager with ten years of managing Fortune 500 relationships in cybersecurity. Proficient in risk assessments, executive briefings, and cross-sell strategies. Delivered \$30 M in new bookings over three years.

### CONTACT



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email@example.com



LinkedIn | Portfolio



Washington, DC

### KEY SKILLS

- Enterprise relationship management
- C-level engagement
- Expansion selling
- Strategic account planning
- Cyber risk briefing

### PROFESSIONAL EXPERIENCE

ENTERPRISE ACCOUNT MANAGER | SECURENET , WASHINGTON, DC  
JANUARY 2015 – PRESENT

- Oversee 15 enterprise accounts valued at \$50 M, achieving 110% of quota
- Lead quarterly business reviews with C-level stakeholders to align on strategy
- Introduce add-on modules, driving 20% expansion in revenue

ACCOUNT DIRECTOR | SECURENET , WASHINGTON, DC  
MARCH 2012 – DECEMBER 2014

- Managed cross-sell campaigns, securing \$5 M in incremental bookings
- Developed case studies that supported sales enablement and marketing efforts
- Trained junior AMs in account planning best practices

### EDUCATION

- Master of Business Administration (MBA), Georgetown University , Washington, DC | May 2012
- Bachelor of Science in Computer Science, University of Maryland , College Park, MD | May 2009

### CERTIFICATIONS

- Certified Information Systems Security Professional (CISSP) - ISC², May 2014