

Kayla Gray

Key Account Manager

Key account manager with nine years of experience cultivating high-value client relationships in the automotive sector. Expert in strategic planning, custom solutions, and executive sponsorship. Secured \$25 M in new vehicle fleet contracts.

CONTACT



(123) 456-7890



email@example.com



LinkedIn | Portfolio



Detroit, MI

KEY SKILLS

- Fleet program design
- OEM relationship building
- C-suite engagement
- Contract negotiation
- Onboarding optimization

EDUCATION

Bachelor of Science in
Automotive Technology
Management
Kettering University , Flint, MI |
May 2011

PROFESSIONAL EXPERIENCE

KEY ACCOUNT MANAGER | AUTOFLEET SOLUTIONS, DETROIT, MI
APRIL 2014 – PRESENT

- Manage top 10 automotive OEM accounts worth \$50 M
- Develop custom fleet programs, leading to \$25 M in new contracts
- Sponsor C-suite steering committees to align on long-term strategy

ACCOUNT EXECUTIVE | AUTOFLEET SOLUTIONS, DETROIT, MI
JUNE 2011 – MARCH 2014

- Closed inaugural \$5 M fleet deal with national logistics company
- Coordinated pilot programs, reducing customer onboarding time by 30%
- Delivered weekly performance reviews to senior stakeholders

CERTIFICATIONS

- Certified Professional Fleet Manager (CPFM) , NAFA, June 2013