

# ADRIAN SZONYI

Head of Account Management APAC

## ABOUT ME

I'm passionate about content creation in all forms and have video experience. I am a keen developer and I'm currently working through a Full Stack Web Development short course. I'm a keen tennis player, love movies and shooting/editing my own content. Here is a link to my portfolio site:  
<https://adrian-szonyi.github.io/AdrianSzonyiPortfolio/develop/index.html>

## EDUCATION

2021 - Present • University of Sydney:  
Full Stack Development part-time course

2011 - 2015 • University of Sydney:  
Bachelor of Economics with Honours in Business Information Systems

## EXPERIENCE

### 2021 - Shootsta

**present** Shootsta is a video production/Tech start up that trains businesses to make their own video content which is then edited by Shootsta in 24/48 hours. I manage a team of 7 Account Managers with a portfolio of 225 accounts across APAC totalling over \$9M in Annual Recurring Revenue (ARR). Shootsta helps upskill businesses to make content for their YouTube channels.

#### Head of Account Management APAC:

- While managing my own portfolio of 25 accounts I was also managing the teams performance to hit quarterly growth targets of 20%
- I reduced the client churn rate by 50% in 12 months compared with previous calendar year renewal rate totalling \$1.5M in saved ARR
- Developed the skills to create my own corporate video content for training purposes. I have planned, produced and filmed videos to help demonstrate to my clients how easy content creation can be.

### 2019 - Shootsta

#### **2021** Head of Account Management AUS

- Managed a team of 6 Account Managers; Team KPIs included: 90% retention, 20% quarterly revenue growth, 4 client testimonials a quarter and cross selling new products and subscription adoption
- Worked on partnership opportunities with Vidyard, Vimeo and Brightcove
- Created and ran a workshop for NZ clients on tips for filming with their phones
- Attended and ran content strategy workshops for YouTube series and other social media platforms
- Achieved 90% portfolio retention for client renewals

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## 2015-2019 OniGroup

OniGroup was named Google Cloud Partner of the year in 2018. They are a reseller of Google Enterprise technologies. For the 4 years that I worked at OniGroup I sold to clients every Google Enterprise solution (except for Adwords). While working as an Account Manager I sold and delivered consulting services around Google Cloud APIs including Google Maps solutions for asset tracking and route optimisation. I also worked on Cloud IoT solutions, Google Analytics and designed dashboards for clients using DataStudio.

### Account Manager

- Managed partnership relationship with Google Cloud representatives
- Managed a portfolio of 40 Google Maps, Google Analytics, G Suite and cloud services accounts for renewals and growth
- Achieved 25% YoY portfolio growth

## SKILLS

Video Production	<div></div>	HTML + CSS	<div></div>
Partnerships	<div></div>	Javascript	<div></div>
Sales	<div></div>	Management	<div></div>
Negotiations	<div></div>		
Project Management	<div></div>		
Tennis	<div></div>		