

# ELLIN LORAINÉ

## Account Executive

✉ e.loraine@email.com

☎ (123) 456-7890

📍 Santa Clarita, CA

in [LinkedIn](#)

## WORK EXPERIENCE

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### Account Executive

#### Consolidated Smart Systems

📅 August 2017 - current

📍 Santa Clarita, CA

- Bolstered communication with clients to understand their specific needs, resulting in **\$1.3M in annual incremental revenue**
- Exceeded annual revenue targets by an average of 18%
- Worked closely with existing clients to uncover potential areas of service expansion, and presented findings and recommendations to the executive team
- Attended industry conferences, performed telemarketing, and engaged in outbound email prospecting to increase lead generation efforts by 11% year over year
- Prepared for client meetings by anticipating questions and bottlenecks, resulting in a close rate 5% above average

### Account Manager

#### Noble House Home Furnishings

📅 August 2014 - July 2017

📍 Santa Clarita, CA

- Beat quarterly performance by an average of 21%, resulting in total annual revenue for the company of \$730,000
- Increased the ROI of client accounts by an average of 13% by increasing up-sell opportunities
- Recognized as the **top performing account manager for the company in 2015 and 2016**
- Brought back 17 customers who had left for a competitor by maintaining relationships with previously lost accounts
- Fostered relationships with existing clients to increase the number of referred clients by 6% year over year

### Account Management Support Summer Intern

#### Sirius XM

📅 June 2014 - August 2014

📍 Los Angeles, CA

- Researched market trends, and stayed abreast of marketing programs and progress as it related to existing partnerships with companies like Google and Apple
- Created engaging presentations to present to leadership, **successfully persuading team to enter into 2 new markets**

## CAREER OBJECTIVE

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Seasoned and successful account executive bringing 7+ years of experience in high-value B2C sales. Ready to leverage my keen ability to quickly build meaningful relationships with prospective customers in an environment like AT&T where I can contribute to the mission of democratizing online payments across the nation.

## EDUCATION

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Bachelor of Science

Business Administration

[University of California](#)

📅 September 2010 - April 2014

📍 Los Angeles, CA

## SKILLS

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- Written & Verbal Communication Skills
- CRM (Salesforce)
- Sales Reporting
- Inside Sales
- Negotiation
- Relationship Building
- Detail Oriented