

FIRST LAST

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PROFESSIONAL EXPERIENCE

Resume Worded, New York, NY Jun 2018 – Present

Account Executive

- Built relationships with 50+ clients to understand their needs resulting in \$1M in annual revenue.
- Exceeded annual revenue targets by an average of 20% during tenure.
- Thoroughly prepared for over 60 client meetings, resulting in a close rate 5% above the average.
- Worked closely with 60+ existing clients to uncover potential areas of service expansion and presented

findings to the executive team of five.

- Attended over 15 industry conferences, performed telemarketing, and engaged outbound email prospecting

to increase lead generation efforts by 10% annually.

- Led development of demo strategy for a new product offering targeting large financial institutions which was

used to generate \$1.1M in annual revenue.

- Increased annual retention rate by 4% by performing regular check-ins with existing account holders.

Second Company, New York, NY Jan 2015 – May 2018

Account Manager

- Increased the ROI for over 50 client accounts by an average of 10% by increasing the upsell opportunities.
- Beat quarterly performance by an average of 25% resulting in annual revenue for the company of \$650,000.
- Recognized as the top performing account manager out of three in 2015 and 2016.
- Brought back 5 customers who had left for a competitor by maintaining relationships with lost accounts.
- Increased the number of referred clients by 5% annually by building deep relationships with existing clients.

Third Company, San Diego, CA May 2008 – Dec 2014

Account Development Executive (Nov 2011 – Dec 2014)

- Established CRM that increased sales by 15% and enhanced account tracking on new and existing clients.
- Generated new business opportunities through prospecting, resulting in over \$50K in business.
- Organized and coordinated with three senior executives new business trends to develop two new services.

Account Specialist (May 2010 – Oct 2011)

- Collaborated with 4 departments to install 5+ new procedures and webinars for contracting.
- Managed over 50+ accounts; initiating every step of the contracting process.

Account Assistant (May 2008 – Oct 2011)

- Responded to 50+ customer service calls daily resulting in an average save rate of 80%.
- Assisted 3 account executive assistants as they supported 20+ customers to drive the company brand.