

First Last

Account Executive

WORK EXPERIENCE

Resume Worded, London, United Kingdom

Education technology startup with 50+ employees and \$100m+ annual revenue

Account Executive 08/2021 – Present

- Presented innovative business pitches that generated \$1.2M in annual revenue for the department in 2019.
- Conducted bi-annual sales training with 100+ individual sales representatives; improved morale and productivity by 88%.
- Introduced a new pricing structure for 30+ key products, leading to a 47% weekly sales profit.
- Demonstrated ability to build customer relationships, which boosted loyalty and buy-in by 80%.
- Increased transaction efficiency by performing 230+ daily customer service transactions, an improvement from previous years.
- Provided excellent problem-solving skills that helped maintain a 76% customer satisfaction rating through 2018 and 2019.

PREVIOUS EXPERIENCE

Facility Supervisor, ABC Company, London, UK 06/2017 – 10/2018

Client Advisor, XYZ Company, New York, USA 01/2016 – 05/2017

Inside Sales Support (Internship), ABC, New York, USA 07/2014 – 12/2015

SKILLS

Hard Skills:

- Negotiation
- Solution Selling
- Product Marketing

- Merchandising
- Account Planning
- Business Strategy

Techniques:

- Business Development
- Lead Generation
- Cold Calling

Tools and Software:

- Salesforce
- Google Analytics
- Microsoft Office Suite
- Facebook Ads Manager

Languages:

- English (Native)
- Romanian (Native)
- Spanish (Conversational)

EDUCATION

University of New York

Bachelor of Science

Applied Statistics

New York City, New York

10/2011 - 06/2014

OTHER

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- Accredited Business

Communicator

- Certified Sales Professional

(CSP)