

First Last

Account Executive

WORK EXPERIENCE

Resume Worded , London, United Kingdom <i>Education technology startup with 50+ employees and \$100m+ annual revenue</i>	
Account Executive	08/2021 – Present
<ul style="list-style-type: none">Presented innovative business pitches that generated \$1.2M in annual revenue for the department in 2019.Boosted e-commerce traffic within 30 days on the job while reducing quarterly customer acquisition costs by \$5400.Designed programs and partnerships with 20+ multinational competitors, which helped increase the sale of pilot products.Implemented new expense reporting processes and eliminated 34% of departmental expenses YoY.	
Polyhire , London, United Kingdom <i>NYSE-listed recruitment and employer branding company</i>	
Business Development Officer	10/2019 – 07/2021
<ul style="list-style-type: none">Implemented 20+ departmental sales strategies that exceeded Q1 and Q2 2022 KPI targets.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.Developed a business plan to launch 10+ products by networking with potential merchants, improving consumer buy-in by 64%.	
Growthsi , London, United Kingdom & Barcelona, Spain <i>Career training and membership SaaS with 150,000 users</i>	
Customer Service Sales Associate	11/2018 – 09/2019
<ul style="list-style-type: none">Surpassed a \$110K sales quota of personalized products in the first 90 days by delivering a superior customer experience.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

CONTACT

- Leicester, United Kingdom
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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

- Accredited Business Communicator
- Certified Sales Professional (CSP)