Name: Laura Williams

Profile Summary:

Results-driven Account Manager with a proven track record of managing client relationships and driving revenue growth.

Technical Skills:

- Client Management, CRM Tools

- Negotiation, Communication

- Strategic Planning

- Data Analysis, Reporting

Work Experience:

- Account Manager, SalesForce Group (2018-Present)

- Increased key account sales by 25% through strategic upselling

- Managed a client portfolio worth $10 million

- Junior Account Manager, BizConnect (2016-2018)

- Assisted senior managers in closing high-value deals

- Resolved client issues and maintained 95% retention rate

Education:

- B.A. in Business Management, University of Texas (2015)

Contact Information:

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