

First Last

Account Manager

Account manager with five years of experience leading negotiations and managing the agency-client relationship. Led teams of 5-15 people across technology, business, and design departments.

San Francisco, CA 12345
+1 234 567-890
first.last@resumeworded.com
linkedin.com/in/resumeworded

EXPERIENCE

Resume Worded, New York, NY

Account Manager

January 2020 - Present

- Responsible for overseeing and managing 50-70 accounts while prospecting 150-200 companies
- Generated revenue increase of 30% in six months over multiple product lines.
- Maintained over \$7 million worth of current business while also generating additional revenue.
- Responsible for a 10% increase in total yearly sales.

Growthsi, Remote

Sales Manager

July 2016 - January 2020

- Recognized for increasing company revenue by 20% within 3 months of accepting the post.
- Reduced cycle time for proposal generation by 35% by implementing electronic process flow.
- Implemented "key account" customer relationship strategy, resulting in a 15% increase in customer retention.
- Launched a start-up brand in the confectionery industry, increasing market share by 20% in 18 months.

Resume Worded, Boston, MA

Insurance Sales Agent

January 2012 - June 2016

- Consistently increased personal monthly sales average by 20%.
- Managed more than 300 outbound and 200 inbound sales-related calls weekly to qualified individuals interested in purchasing Medical/Dental/Supplemental Insurance coverage.
- Supervised the selling of over \$200,000 in renters insurance premium and over \$1.5M in mobile home premium in 2014.

SKILLS

IBM Cognos Impromptu
MicroStrategy
Salesforce software
Oracle Eloqua
Airtable
Microsoft Azure
Microsoft Visual Basic
Microsoft Dynamics GP
Netsuite ERP
Oracle Hyperion

EDUCATION

Resume Worded University

Master of Finance

January 2012

New York, NY

- **Awards:** Resume Worded Teaching Fellow (only 5 awarded to class), Dean's List 2012 (Top 10%)
- Completed one-year study abroad with Singapore University

OTHER

- Volunteer 18 hours/month at the ABC foundation, leading pro-bono city projects
- Top Sales Executive (2018)