

John Doe

ACCOUNT EXECUTIVE

CONTACT

email@email.com
(000) 000-0000
City, ST

EDUCATION

**Bachelor of Science in Business
Administration and Management
2001
University, City, ST**

CORE COMPETENCIES

Leadership skills
Retouching skills
Technical skills
Marketing
Problem-solving
Commercial awareness
Innovation
Graphic design
Research and strategy
Creative thinking
Time management
Communication skills
Product management
Negotiation skills
Analytical thinking

EXECUTIVE SUMMARY

Results-oriented professional with versatile experience in managing people, logistics operations, office activities, and strategic planning processes across the manufacturing, safety, and transportation industries. Applies superior problem-solving skills to resolve challenging transportation issues in a timely and professional manner. Builds and nurtures long-lasting and mutually beneficial relations with suppliers, manufacturers, and associates through trust, reliability, and exemplary commitment to success. Utilizes advanced leadership abilities to train, direct, and supervise new employees as well as to optimize and coordinate complete order cycles while simultaneously enhancing business development and ensuring sustainability. Capable of multitasking and prioritizing in a complex and fast-paced working environment. Collaborates with all levels of the respective organization to maximize cost savings and drive revenue. An effective communicator and negotiator always ready to take the initiative and go above and beyond every task. With advanced managerial skills and a strong background in logistics, business improvement, and office operations, eager to master new challenges and contribute to the overall growth of the logistics industry.

PROFESSIONAL EXPERIENCE

Strategic Account Executive Company **01/17 – Present City, ST**

- Meets and exceeds assigned quota for profitable sales volume and KBO across strategic accounts.
- Individual contributor achieving over 130% quota in 2019.
- Builds strong and lasting relationships with decision-makers at different levels through a consultative understanding of their needs and business objectives.
- Key sales driver of the largest 2020 FSI deals in Adobe DX history to date.
- Established efficient communication channels between key clients and internal departments to support customer success.
- Continually monitors revenue performance and prepares weekly, monthly, quarterly, and annual forecasting.

Strategic Account Executive Company **09/14 – 01/17 City, ST**

- Maintained an active pipeline of forecasted sales to meet monthly, quarterly, and annual quota objectives.
- Demonstrated an ability to understand the needs and goals of potential clients, and use acquired knowledge to introduce the company's products and services.
- Efficiently built pipeline by email, phone, field marketing, and direct mail campaigns.
- Supported the company's growth by nourishing, building, and growing existing relationships with the top clients.
- Assessed, clarified, and validated customer requirements, needs, and goals consistently.

Sales Director Company **01/07 – 09/14 City, ST**

- Efficiently grew territory revenue by 35% YOY while helping in expanding the business as well as the client base.
- Maximized sales and profitability through effective territory forecasting, strategic account planning, and developing client relationships.
- Cultivated lasting relationships with customers to grow customer loyalty and increase overall satisfaction.