



AVA DAVIS

Account Development Manager

✉ support@qwikresume.com

☎ (123) 456 7899

📍 Los Angeles

🌐 www.qwikresume.com

💡 SKILLS

Networking Skills



7

Product Knowledge Expertise



10

Performance Metrics Analysis



9

Client Needs Assessment



9

Sales Pipeline Management



7

Reporting And Documentation



9

🎯 INTERESTS

🧘 Yoga

🐦 Birdwatching

✍ Writing

📁 Collecting

👊 STRENGTHS

⚖ Fairness

⚡ Agility

✍ Originality

✅ Dedication

🗣 LANGUAGES



English



Mandarin



French

🌟 ACHIEVEMENTS

🌟 Increased revenue by 30% through targeted sales strategies and relationship building.

🌟 Successfully onboarded 15 new clients, enhancing the firm's market presence.

👤 PROFESSIONAL SUMMARY

Accomplished Account Development Manager with 7 years of experience in driving strategic sales initiatives and cultivating strong client relationships. Expertise in identifying growth opportunities and enhancing customer satisfaction through innovative solutions. Committed to aligning client needs with organizational objectives to deliver impactful results and foster enduring partnerships.

💼 WORK EXPERIENCE

Account Development Manager

📅 Mar / 2021-Ongoing

Maple Leaf Consulting

📍 Toronto, ON

1. Collaborate with senior sales leaders to drive revenue growth by prospecting and engaging with high-level decision-makers.
2. Develop an in-depth understanding of company marketing capabilities to effectively communicate value propositions.
3. Target new business opportunities, establishing connections with key players in the green energy sector.
4. Initiate and manage the sales process, qualifying leads to maximize business opportunities.
5. Coordinate and participate in client meetings, ensuring alignment on expectations and deliverables.
6. Identify market trends and client needs to inform sales strategies and enhance customer satisfaction.
7. Demonstrate initiative and teamwork in account management and business development efforts.

Sales Coordinator

📅 Mar / 2018-Mar / 2021

Lakeside Apparel Co

📍 Chicago, IL

1. Managed travel logistics and calendar scheduling for senior management.
2. Facilitated communication with clients to ensure project alignment and satisfaction.
3. Monitored project status and proactively resolved issues throughout the project lifecycle.
4. Provided comprehensive sales support to the VP of Sales and senior team members.
5. Drafted and coordinated client proposals, ensuring accuracy and clarity in reporting.
6. Prepared budget and pricing spreadsheets for client presentations.

🎓 EDUCATION

Bachelor of Business Administration

📅 Mar / 2015-Mar / 2018

University of California

📍 Denver, CO

Focused on marketing and sales strategies, developing foundational skills for business development roles.