

EMMA JOHNSON

Enterprise Account Manager

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PROFESSIONAL SUMMARY

Proficient Account Executive with 7 years of experience in driving enterprise sales and managing high-value client accounts. Skilled in executing strategic initiatives that enhance revenue and client engagement. Committed to delivering customized solutions and fostering long-term partnerships that align with business objectives.

WORK EXPERIENCE

Account Executive/Enterprise Account Manager

WidgetWorks Inc.

📅 Feb / 2020-Ongoing

📍 Denver, CO

1. Managed relationships with large, complex enterprise clients, ensuring alignment with business goals.
2. Developed and executed strategic business plans, leading to enhanced customer satisfaction and retention.
3. Identified growth opportunities within accounts, resulting in increased revenue and client loyalty.
4. Led initiatives that generated an additional \$450K in revenue for a major client through innovative project delivery.
5. Facilitated RFP responses and competitive analysis to secure key accounts, utilizing Salesforce for tracking.
6. Conducted regular account reviews with stakeholders to align objectives and measure success.
7. Resolved client issues proactively, enhancing overall customer satisfaction and trust.

Enterprise Account Manager

Summit Peak Industries

📅 Feb / 2018-Feb / 2020

📍 Denver, CO

1. Owned and achieved expansion quotas for enterprise-level customer accounts.
2. Collaborated with renewal teams to navigate complex contract negotiations.
3. Identified and pursued opportunities to enhance revenue through strategic account planning.
4. Partnered with Customer Success teams to ensure alignment and engagement throughout the client lifecycle.
5. Led quarterly business reviews with clients to assess performance and realign strategies.
6. Utilized data-driven insights to inform account strategies and drive results.

EDUCATION

Bachelor of Business Administration

University of Michigan

📅 Feb / 2016-Feb / 2018

📍 Santa Monica, CA

Focused on Marketing and Sales strategies.

SKILLS

Strategic Sales Initiatives

Client Sourcing Strategies

Talent Acquisition For Sales

Cold Outreach Techniques

ACHIEVEMENTS

- 🌟 Increased customer retention by 30% through tailored engagement strategies.
- 🌟 Achieved 150% of sales quota by developing key enterprise accounts.
- 🌟 Implemented a CRM system that improved sales tracking and reporting efficiency by 40%.