

ETHAN MARTINEZ

SENIOR ACCOUNT EXECUTIVE

PROFESSIONAL SUMMARY

Proficient Senior Account Executive with over 10 years of experience in driving substantial revenue growth and fostering strategic partnerships. Specializes in utilizing advanced sales methodologies to uncover client needs and deliver customized solutions. Eager to leverage expertise to enhance customer satisfaction and contribute to the success of a forward-thinking organization.



WORK EXPERIENCE

Senior Account Executive/Partner

Jan / 2018-Ongoing

Pineapple Enterprises

耳 Santa Monica, CA

- 1. Directed a team of Account Executives to ensure client satisfaction while adhering to company policies.
- 2. Collaborate with cross-functional teams to enhance service delivery.
- 3. Trained new hires and provided ongoing education for existing staff to enhance performance.
- 4. Facilitated production meetings to communicate customer needs effectively.
- 5. Conducted site inspections and crafted detailed proposals for prospective clients.
- 6. Managed event logistics, resolving challenges to ensure successful execution
- 7. Built strong relationships with key clients, proactively addressing their needs and enhancing service delivery.

Senior Account Executive II

m Jan / 2015-Jan / 2018

Lakeside Apparel Co

Thicago, IL

- 1. Generated a robust sales pipeline utilizing proven sales processes to achieve revenue targets.
- 2. Established long-term relationships with senior-level decisionmakers, ensuring high levels of customer satisfaction.
- 3. Provided insights into customer decision-making by leveraging industry knowledge.
- 4. Collaborated with account management teams to develop comprehensive account plans for complex deals.
- 5. Analyzed customer situations to deliver tailored solutions aligned with their business objectives.
- 6. Contributed to the development of communication strategies that met client goals.



EDUCATION

Bachelor of Business Administration

Jan / 2012-Jan / 2015

University of California

Toronto, ON

Focused on Marketing and Sales Strategies.

- (123) 456 7899
- Los Angeles
- www.qwikresume.com



Strategic Media Planning

Sales Project Management

Sales Process Optimization

10

Client Communication Strategies

8

Sales Coaching And Development

9



Scuba Diving

E-sports

Reading Fiction

Puzzle Solving

STRENGTHS



Stewardship



Tenacity



LANGUAGES





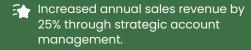


English

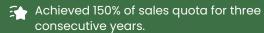
Russian

Japanese

ACHIEVEMENTS







Secured key partnership agreements that expanded market reach by 40%.