**Harry Kerry**

Account Executive

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**Cell**: (123) 456 7890

**Home**: (123) 456 7890

**Email**: hello@resumesbot.com

**Portfolio**: <resumesbot.com>

**Address**: 123 Anywhere Street, Any City

**SUMMARY**

Highly-motivated and ambitious Account Executive with over 6 years of experience maximizing sales, crushing quotas, and building trusted, loyal relationships with highprofile clients.

**EDUCATION**

M.A. in Business Management | Class of 2016

*Florida University*

**SKILLS**

* High Empathy
* Negotiation
* Presentation Skills
* Cold-calling
* PowerPoint, MS Office and Excel
* Creativity and organization
* Excellent leadership abilities
* Strong speaking skills
* Report writing

**EXPERIENCE**

ACCOUNT EXECUTIVE

*Archer Corporate Services | Feb 2013 - Dec 2019*

* Created and executed event/activity plans, which includes conducting informational, prospective student presentations
* Maintained and grew inquiry and account databases
* Collaborated with internal partners to ensure a successful new client implementation and smooth transition of client from previous PBM
* Forecasted and tracked key account metrics (e.g. quarterly sales results and annual forecasts)

ENTRY LEVEL ACCOUNT EXECUTIVE

*Uline | Apr 2012 - Jan 2013*

* Managed strategic client relationships while working with the client to develop a pharmacy benefit program that meets overall needs
* Participated in Client Meetings and Finalist Presentations
* Opened, maintained, and grew accounts
* Collaborated with buyers to create assortments
* Negotiated contracts and close agreements to maximize profit
* Prepared reports on account status
* Developed comprehensive implementation plans for key account-specific programs and oversee the execution through precise communication

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