

Harry Kerry

Account Executive

SUMMARY

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

SKILLS

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

CONTACTS

Home: 123-456-7890
Mobile: 123-456-7890
hello@resumesbot.com
www.resumesbot.com
123 Anywhere Street, Any
City, State, Country 12345

WORK 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

EDUCATION

M.A. in Business Management | Class of 2016

Florida University