

# RESUME\_TEMPLATE

## Account Executive

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### EDUCATION

2010-2013

**M.A Business Administration**  
University in Chicago

2000-2010

**High School**  
High School in Chicago

### SKILLS

- Master Degree in Business Administration.
- Bachelor's Degree; Marketing Management.
- Certified; Professional Researcher Certification, MRA.
- Certified; Digital Marketing, Full Sail University.
- 5 years work experience as Network Administrator.
- Strong Interpersonal Skills.
- Creative Thinker.
- Excellent Communicator.
- Ability to develop long-term relationships with clients

### CERTIFICATION

- Certified; Professional Researcher Certification, MRA.
- Certified; Digital Marketing, Full Sail University.

### OBJECTIVE

Master's Degree in Business Administration with certifications in Consumer Behavior, Market Research and Digital Marketing with 8+ years' experience as an Account Executive; I have read and researched about your resume\_template Company and believe that with my talent, expertise, dedication, and commitment, we can make Power Flex Technologies the preferred productivity solutions provider in the world.

### EXPERIENCE

2017-Present

#### ACCOUNT EXECUTIVE – Modern Arts Technologies

- Managing the TechDoctor technical analysis software program since 2015. TechDoctor is an innovative program that helps equities traders identify entry and exit points, suggested cut loss and profit taking prices by entering their analysis through a user-friendly interface. From 2015 to 2016, TechDoctor sold \$780,000 subscriptions for a year-on-year sales increase of 77%.
- Managing the Moving Average Reader a software program that produces 30, 90 and 120-day moving average charts for equities and currency traders since 2015. Moving Average Reader has registered \$450,000 subscriptions translating to a sales increase of 64%.
- Prepares detailed business plans for the purpose of attaining identified sales goals and quotas.
- Collaborates with the Marketing Division on the design of collaterals, execution of campaigns and identification of buyers' profiles/
- Presides over sales presentations to prospective clients.

2015-2017

#### ACCOUNT EXECUTIVE – iFix Technologies

- Managed the company's core product, the SkipTracer 101 Predictive Dialer system. This is a programmable predictive dialer that can increase call productivity by 400%. Target banks, retailers and credit card companies. From 2016 to 2015, I generated \$1.2Million is subscriptions for an average annual sales increase of 81%.
- Conducted sales training and product orientation for ground teams handling the SkipTracer 101.
- Focused on B2B accounts; managed sales cycle from prospecting to finalizing a deal.
- Conducted market research and prepared all presentation materials for prospects and clients.
- Endeavored to establish after-sales relationships with clients through email marketing, surveys and mailing lists.

2013-2015

#### ACCOUNT EXECUTIVE – Elegant Fitness Apparel

- Sold air time to prospective clients for television, radio, social media and podcasts.
- Tasked to maintain \$20,000 quota per month; achieved targets 32 of 36 months.
- Reviewed and collaborated with marketing group for final content and design of all materials and collaterals.
- Conducted research on targeted clients; prepared all presentation materials and hard copy of the creative brief.