

JANE DOE

Houston, TX 12345 • (555) 555-5555 • email@gmail.com

STRATEGIC ACCOUNT EXECUTIVE / SENIOR ACCOUNT MANAGER

AREAS OF EMPHASIS: SOFTWARE SALES, KEY ACCOUNT MANAGEMENT, NEGOTIATIONS

Strategic Account Executive / Senior Account Manager with more than 20 years of sales experience seeking a new opportunity. Extensive experience managing large, multistate territories, and overseeing a personal portfolio of 120 accounts that generates \$7 Million in annual revenue. Well-developed skills performing all aspects of new business development and building and maintaining strong relationships with Finance, Marketing, and IT executives across multiple industries including Government, Auto Finance, Communication, Distribution, and Utility. Dedicated leader with outstanding communication skills and a proven track record of success increasing sales revenue and collaborating with multiple internal departments to coordinate the entire sales and implementation process. **Named the Top Performing Strategic Account Executive for 2016 at NCP Solutions.**

AREAS OF EXPERTISE

Transactional Document Processing
Cloud-Based Software
Consultative Sales Techniques

New Business Development
Building Strong Relationships
Selling Features and Benefits

Software-as-a-Service (SaaS)
Multistate Territory Management
Sales Cycle Management

EXPERIENCE

ABC COMPANY, Houston, TX

A national transactional document division company with 250 employees.

2014 – Present

Strategic Account Executive

- Perform new business development of transactional document outsourcing services in a 7-state territory that includes Arizona, California, Colorado, Oregon, Washington, Nevada, and Utah.
- Managed a personal portfolio of 10 major accounts that generates \$2.5 Million in annual revenue.
- Key transactional document products and services sold include Processing Data, Print, Mail, and E-Presentation software.
- Prospect, cold call, schedule meetings, perform client needs assessments, sell products and services using consultative sales techniques, overcome objections, negotiate contracts, close sales, and perform general account management.
- Develop new business while simultaneously managing an existing portfolio of accounts.
- Build strong relationships with Marketing, Finance, and IT executives; sell directly to Presidents, Senior Vice Presidents, Controllers, Directors of IT, and more.
- Work closely with all internal departments to coordinate the entire sales and implementation process. Partner with the Senior VP of Sales and Client Relations, Proposal Writer, E-Services Project Manager, Implementation Team, and Marketing.

Key Accomplishments

- Generated \$2.5 Million in new contracts and revenue in 2016.
- Named Top Performing Strategic Account Executive in 2016.
- Nominated for the Harland Clarke Sales Person of the Year Award in 2016; 1 of only 5 nominees nationwide.

XYZ COMPANY, Dallas, TX

A privately-owned company with 60 employees that provides software compliance portal tools to healthcare companies with \$25 Million in annual sales revenue.

2013 – 2014

Account Executive

- Performed new business development of portal compliance software tools to Healthcare/HMOs in a nationwide territory.
- Managed the start-up of a potential account database, helped develop marketing and email marketing programs, and networked at association trade shows.

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- Sold directly to healthcare administrators and executives within Finance, IT, and Marketing. Prospected, cold called, scheduled meetings, performed client needs assessments, sold products and services using consultative sales techniques, overcame objections, negotiated contracts, closed sales, and performed general account management.

Key Accomplishments

- Developed and implemented a new strategic approach to presenting new products to the market.
- Secured 3 new major accounts during tenure.

ABC COMPANY, Plano, TX

2000 – 2013

A national transactional document processing company with \$600 Million in annual revenue.

Director of Business Development

- Performed new business development of transactional document outsourcing services in a Southwest Region that included Arizona and California.
- Managed a personal portfolio of more than 120 accounts that generates \$7 Million in revenue.
- Key products and services sold included transactional document processing, print, mail, e-Presentation/Payment services, notices, statements, and checks.
- Sold across a variety of industries including Government, Auto Finance, Communication, Distribution, and Utility.
- Prospected, cold called, scheduled meetings, performed client needs assessments, sold products and services using consultative sales techniques, overcame objections, negotiated contracts, closed sales, and performed general account management.
- Actively participated in implementation and contract negotiations with Executives for clients at the Phoenix office.
- Developed new business while simultaneously managing an existing portfolio of accounts.
- Worked closely with all internal departments to coordinate the entire sales and implementation process. Partnered with the Senior VP of Sales, VP of Sales, General Manager, Operations Manager, and Programming and Executives.

Key Accomplishments

- Consistently met and exceeded all revenue goals year-over-year.
- Successfully increased sales revenue from \$3.5 Million to \$7 Million.
- Increased the number of client accounts from 70 to 120.
- Developed strong partnership relationships with several software providers and partner companies.
- Successfully gained referrals and new accounts by building and maintaining close industry relationships.

XYZ COMPANY, Houston, TX

1993 – 2000

A startup transactional document process company.

Vice President of Sales

- Promoted to Vice President of Sales after 4 years with the company.
- Helped grow sales of this startup company from \$1.5 Million to \$7 Million in annual revenue over the course of 7 years.
- Increased the number of client accounts from 0 to 80 in California and Arizona.
- IMS was sold to SourceHOV in 2000; stayed on with SourceHOV for 13 years.

EDUCATION

BAYLOR UNIVERSITY, Waco, TX
Master of Science Degree in Psychology; Minor in Environmental Biology