

EMMETT BARNES

Key Account Manager

✉ Ebar@email.com

☎ (123) 456-7890

📍 Fresno, California

🌐 [LinkedIn](#)

🌐 [Github](#)

WORK EXPERIENCE

Key Account Manager

[Microdesk](#)

📅 December 2020 - current

📍 Remote

- **Generated \$8M** with 4 of the largest Microdesk accounts
- **Established initial contact with 30+ potential key clients**, traveling across the country to secure deals and bring in 10 of the largest Microdesk accounts
- Acted as account management lead, brainstorming strategies and leading meetings for 15 account managers
- Achieved 100% of client deadlines, resulting in a 98.5% satisfaction rating on customer feedback surveys
- Communicated across departments to meet client needs, negotiating contracts to increase profitability while ensuring retention rates remained at or above 85%

Junior Account Manager

[BitWise Industries, Inc.](#)

📅 November 2019 - December 2020

📍 Fresno, CA

- Facilitated relationships with sales prospects, *boosting referral rates from existing customers by 32%*
- *Outperformed quarterly performance targets by 20% on average*, resulting in total revenue for the company of \$1.9M
- Achieved 100% annual contract renewal for all clients by exceeding client expectations and personalizing service offerings
- Reinvigorated client onboarding processes, improving client engagement by 15%

Entry-Level Account Manager

[Relyco](#)

📅 June 2018 - November 2019

📍 Remote

- **Managed 75+ active Relyco accounts**, prospecting 10 new clients per shift
- **Presented at 4+ annual conventions**, pitching products and services equipped for industry specialists
- Collaborated with a team of 10 entry-level account managers to improve KPI's, reporting progress to the lead account manager
- Prioritized customer needs, cross-selling products to enhance their lives, resulting in a 60% increase in order sizes

EDUCATION

B.A.

International Business

[Fresno State University](#)

📅 September 2014 - June 2018

📍 Fresno, CA

📊 GPA: 3.8

SKILLS

- Strategic Planning
- Negotiations
- Salesforce CRM
- Team leadership
- Value-based Sales
- Lucidchart Organization Systems
- Multi-tasking
- Collaboration

CERTIFICATIONS

- Strategic Management Professional
- Certified Sales Professional

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Camilla Rothe

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