**ACCOUNT MANAGER RESUME**

Jared Earnest

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**Professional Summary**

Successful account manager with over 10 years of experience working in sales and management. Enthusiastic and outgoing sales professional who enjoys working with people and providing insightful and honest product information to interested consumers. Organized, dependable, and energetic leader who has the proven ability to effectively motivate fellow colleagues. Confident communicator and able presenter in everything from sales pitches to departmental presentations. Reliable, trustworthy, and ethical professional who takes pride in building business, brand awareness, and product loyalty through integrity and honesty.

**Skills**

* Confident presenter and effective communicator to guarantee seamless delivery of sales pitches and presentations.
* Outgoing, motivated, and enthusiastic individual when providing information, answering customer questions, and demonstrating product use to customers.
* Resourceful and creative to identify potential leads and establish new business opportunities.
* Trustworthy and honest when working with customers to build brand awareness and establish product loyalty.
* Timely, organized, and able to multitask to ensure all customers’ needs are met in a satisfactory way without compromising organizational efficiency.

**Work Experience**

**Account Manager, 20XX – present**

* Oversee a portfolio of nearly 200 client accounts and act as the primary liaison between the consumer and the corporation.
* Actively pursue new business through cold calling, researching leads, and visiting trade shows.
* Strengthen and maintain current business through constant communication, dependable product delivery, and trustworthy relations.
* Contribute ideas for marketing and advertisement of new products and assist in the development of engaging sales pitches.

**Sales Representative, 20XX – 20XX**

* Increased annual, personal sales goals from 45 percent to nearly 90 percent from 20XX-20XX.
* Successfully upsold complimentary products to nearly 60 percent of customers each year.
* Received “Salesman of the Year” for three consecutive years from 20XX-20XX.

**Customer Service, 20XX – 20XX**

* Communicated with sales professionals and customers to guarantee all promises were delivered.
* Responded to upwards of 75 calls each day in reference to questions about product usage, billing, or complimentary products and services.
* Contributed to cold calling and lead generation efforts to build and establish new business.

**Education**

* Masters in Marketing and Sales Management, 20XX

University of Nevada City, State

* Bachelor of Science in Business, 20XX

University of Nevada City, State

**Hobbies and Interests**

Assistant professor at the University of Nevada where I teach a course on sales management. I enjoy traveling and have been to five of the seven continents. I am also passionate about all things camping, hunting, and fishing and look forward to spending time with family.