**ACCOUNT MANAGER RESUME**

Tom Delano

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**Profile Summary**

Specializing in the Financial Services Sector. Goal-driven, award-winning account manager with repeated success generating company-leading revenues on a nationwide scale. Offer a record of multimillion-dollar revenue generation, #1 sales distinction and quota-surpassing results in selling complex mortgage and commercial-lending products.

**Expertise**

* Account Acquisition & Management
* Strategic Sales & Business Planning
* Consultative B2B & B2C Sales
* Deal Negotiations
* Cold Calling & Prospecting
* Pipeline Management
* Presentations & Proposals
* Risk Evaluation
* Compliance (e.g., RESPA/GFE, HOEPA, TILA, MDIA)
* Computer Skills: Oracle; SAP; Salesforce.com; MS Office (Excel, Word, PowerPoint, Outlook)

**Professional Experience**

**Company One (Newark, NJ) | Account Manager, Northeast Region, 20XX to Present**

* Manage nationwide territory, pipeline and customer base, generating revenue growth through sales of Company One’s full suite of commercial and residential lending products to consumers, brokers, builders and bankers.
* Emphasize premium customer service from start to finish throughout the sales cycle.
* Home Mortgage President’s Club Winner (20XX) | Gold Circle Inductee (20XX)
* Achieved and maintained #1 ranking as Top Volume Sales Producer among 14-person region and top 5% ranking nationwide (out of 350+ account managers) for 4 years in a row.
* Built account base from scratch to 150 active, recurring accounts. Established rapport with gatekeepers to gain trust and secure access to senior executives and other decision makers.
* Exceeded all quotas, achieving up to 175% of goal and closing as much as $4.3M in a single month. Resurrected dormant accounts, won back business previously lost to competitors and landed major new wins.
* Captured up to 15% of bank’s total nationwide branch business from large corporate accounts.
* Selected to train newly hired account managers due to strengths in translating product complexities into easily understandable terms and selling value-added benefits.
* Expanded book-of-business volume by almost 250%. Displaced larger, better-established competitors by creating and executing strategic sales, marketing and customer service programs.

**Company Two (Jersey City, NJ) l Credit Analyst, 20XX to 20XX**

* Performed extensive review of indirect loan applications, supervised investigators and ensured premium customer service delivery to dealers and applicants.

**Education**

University One (Jersey City, NJ)

Business Major (Completed 3/4 of BS Degree)