**ACCOUNT EXECUTIVE RESUME WORK EXPERIENCE**

**WALT DISNEY, INC. – ABC INTERNET GROUP, Chicago, IL**

**Account Executive, October 20XX–Present**

* Secured 11 new accounts worth $15M by generating potential leads through transactional business, cold calling, and networking with key decision-makers
* Exceeded company targets by 166% via thorough prospecting, drumming up new business, and managing existing account lists
* Negotiate and close successful business deals ranging from $1,500 to $1,000,000
* Increased monthly recurring revenue by 20% through the successful closing of three 7-figure corporate contracts
* Promote new and existing portfolio items, boosting portfolio revenue by 60% over five years

**S1 CORPORATION, Atlanta, GA**

**Account Executive, January 20XX–September 20XX**

* Closed a 5-year, $150M deal to secure the company’s leadership position within one of its largest and most strategic customers
* Sold software solutions to multiple lines of business, including retail banking, consumer lending, compliance/operational risk, and personal and commercial insurance lines
* Awarded Presidents Club and Account Executive of the Year for reaching 340% of company goals in 2015
* Achieved $13.5M in new business by selling Cloud and SaaS solutions in a highly complex sales cycle with a combination of Enterprise Software and Professional Services