**ACCOUNT MANGER RESUME WORK EXPERIENCE**

**Account Manager**

**Claredon Smith, Los Angeles, CA, 20XX–present**

* Manage accounts worth $4.7 million in annual sales
* Selected to train 3 new account managers on the basis of my stellar track record
* Contribute to increasing business volume by 30% over the course of a year by suggesting and implementing new customer service initiatives
* Recover 15 dormant accounts worth a total of $500,000

**Account Consultant**

**Legal Genius, Pasadena, CA, 20XX–20XX**

* Monitored client accounts, analyzed incomings and outgoings, and performed daily, weekly, and annual forecasts
* Exceeded 2014 sales target by 47% through effective client networking and by introducing new sales strategies
* Strategized with team to win market share from competitors
* Implemented marketing initiatives, boosting revenue by 4.7%