

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

Key Account Manager Resume Examples

Rebecca Smith



Key Account Manager Resume Examples:

Résumé Rescue: Essential resume saving techniques Barbara J. Bowes,2010

Handbook of Writing Effective

Resume for Job Applications Parul Singh,2009 This book helps you in getting the right job by putting your right resume in the right format It offers you the tools you need to get your dream job irrespective of the stage you have reached in your career The goal of this book is to optimize your marketability by offering you a customized individualized and targeted resume The step by step mechanism of writing resume is illustrated with examples in the Indian context

Winning Resume for Asian Job-Seekers Kathleen Pokrud,2010-07-11 The First professional resume writing book The First professional resume writing book specially designed for Asian job seekers in the global marketplace Over 20 Senior HR professionals from leading Asian leading companies sharing what criteria they use in screening resumes

The World's Greatest Resumes Robert Wm Meier,2005 A career counselor s guide to overhauling a resume including the world s first Resume Rater and Resume Quality Index real life success stories and more than 25 before and after samples

Resumes For Dummies Joyce Lain Kennedy,2000-05-15 Dummies keep getting smarter That s why we ve updated Resumes For Dummies 3rd Edition to keep you one step ahead for the 21st century Starting with all the tips and tricks you ll need to showcase your skills and abilities on paper this edition also takes you into the world of the cyber resume Recent grads and veteran workers alike can benefit from the strategies worksheets and sage advice from author and nationally recognized careers expert Joyce Lain Kennedy Whether you re sending online or off you ll find out how to create resumes that dazzle with a strong first impression and leave a lasting impact with potential employers From choosing the right resume style to putting the right spin on employment gaps lack of experience or frequent job hopping Resumes For Dummies 3rd Edition brings you up to speed with everything you need for finding the right job in today s market

Winning at College Campus Interviews Gerard Assey,2024-01-16 Embark on a transformative journey from college graduate to corporate success with Winning at College Campus Interviews This comprehensive guide navigates graduates through every aspect of the interview process offering strategic insights and actionable steps for success From understanding interview stages and types to mastering effective preparation self presentation and skill assessment this book equips readers with the tools to shine in any interview scenario Engaging chapters delve into crucial topics such as behavioral interviews handling challenging questions and leveraging strengths With practical advice real world examples and interactive elements like mind maps and templates this book empowers graduates to confidently navigate interviews make lasting impressions and secure their dream roles Winning at College Campus Interviews is the essential companion for emerging professionals seeking to stand out and thrive in the competitive corporate landscape

Get Ready, Get Hired! Gerard Assey,2022-12-30 Congratulations You have taken your first major step to building your future Whether it s your very first formal interview on how to present yourself or if employed already and you just want to polish your resume or brush up on your interviewing skills then this guide covers all that you need to

prepare you and catapult you into a successful career Employers are looking to hire young personnel that are keen and know how to use their talents abilities strengths and interests effectively But successful interviewing doesn't begin the moment you walk into the interview and end the moment you leave Successful interviewing includes preparation and follow up It takes hard work and sheer tenacity to identify the best situations to apply your superpowers You need to know yourself and you need help finding what it is you do that creates magic for others First remember that job interviews should be a process of two way communication Not only are they a tool for employers to use to evaluate you but they are also an opportunity for you to assess the job the organization and to see if there is a fit However for many people the fear of being put on the spot and meeting the interviewer's expectations can overshadow their interview performance And let's be frank almost everyone experiences some kind of nervousness or anxiety related to job interviews which can manifest in different ways like talking too fast overusing fillers like ahh's or umm's not finding the right words to concisely respond to questions the dreaded sweaty palms and the list can go on But this nervous energy prior to an interview is not something to fear It is proving you want to do well Research says that it can in fact help you to perform better if you master the key to a successful interview The key to a successful interview being preparation and practice At an interview potential employers are trying to assess some of or all of the following Your attitude towards your job others and life in general Your qualifications for the position Your fit with the employer or organization What value will you bring to them What makes you different from the others being considered How well you have considered your reasons for applying How clearly you can express your potential contribution to the organization Your soft skills such as communication and professionalism How you are able to get along with others handling complex issues etc How you carry and conduct yourself and more Remember that if you don't manage yourself no one will Far too many people wait for someone else to create the circumstances that allow them to be happy at work No matter how much we sulk or complain about our lot the only person responsible for changing the situation is the one staring back at us in the mirror You only own your career Not your parents Not your college or organization Not your boss You own your professional development Finding yourself a new job can be an extremely time consuming and stressful part of one's life especially if you're a recent graduate and making your way into the job world for the first time Even if you're a successful professional looking for a new job finding the right job you're best suited for will take time energy research and all of your personal selling skills you can muster up in order to impress a potential employer Careful preparation is therefore necessary to produce optimal outcomes from an interviewing experience And this book Get Ready Get Hired will immensely help you do just that to catapult your career forward You will learn how to position yourself to stand out improve your job application and increase your chances of becoming the successful candidate You will discover how to write a strong resume create an effective cover letter and successfully prepare for a job interview taking your job application to the next level or finding the right career by making sure to wow the company and seal the deal to get the job

Military Resumes and Cover Letters

Carl S. Savino, Ronald L. Krannich, 2001 Finally the ultimate resume and letter writing guide for transitioning military personnel Here is the book that provides important answers to many questions facing job seekers with military experience The book shows how to write produce distribute follow up and evaluate resumes and letters with maximum impact Identifying what employers really look for on resumes and letters it shows how to craft dynamite employer centred communications as well as Identifying 28 major myths and mistakes Outlining a 7 step job search process Revealing 65 key writing production distribution and follow up principles Specifying a 6 step military to civilian language translation process Examples of over 60 resumes and 14 letters Listing nearly 40 top Internet employment sites you should use with examples and sound career planning advice the book also includes several unique self evaluation instruments and resume data forms for strengthening job search communication *The Resume Catalog* Yana Parker, 1988 With over 180 000 copies in print this is the resume resource for job seekers by Yana Parker widely known and loved author of the best selling DAMN GOOD RESUME GUIDE over 500 000 copies in print Sample resumes ready to be adapted and or used for inspiration cover all levels of experience and an extraordinarily wide range of careers from the specific biofeedback specialist gas chromatography to the general fast food cashier masseur Thoroughly indexed and cross referenced this is an easily used dependable resource for anyone who needs to get that resume to the top of the pile and get the job of their dreams

Empower Your Job Search with AI Chatbots Mindscape Artwork Publishing, Mauricio Vasquez, 2024-02-14 Struggling to navigate the job market Unlock the power of artificial intelligence AI to fast track your career search and land your dream job Seeking the ultimate job hunting gifts or job search motivation Picture a 24 7 personal career coach to guide your job search journey What if your coach could craft standout resumes optimize your LinkedIn prep you for interviews and much more This book is your AI powered personal job search coach to transform your job hunt It includes prompts for budgeting health dimension change management self discovery elevator speech LinkedIn networking cover letters resumes interviews communication skills job offer negotiation career management and more Inside You Will Find 1 136 POWERFUL PROMPTS it is an innovative tool crafted to transform your job search Merge AI power with practical strategies to save time and boost your odds of securing your dream job **The Resume.Com Guide to Writing Unbeatable Resumes** Rose Curtis, Warren Simons, 2004-04-19 The first step to getting a great job is writing a great resume This book will be your first step

Electronic Resumes & Online Networking Rebecca Smith, 1999 Smith shows how to use the Internet to conduct a better job search in this complete up to date resource guide that reveals where the jobs are how to make resumes available around the clock and how to inform the right people about one s job skills *Adweek*, 1996 Vols for 1981 include four special directory issues *Mediaweek*, 1999-10 *Your Resume* Leonard Corwen, 1993 If you ve set your sights on a better job with higher pay you need to write a powerful targeted resume and this classic popular guide will show you how Its packed with carefully crafted model resumes proven ways to make your interview count sample cover letters and the most

practical authoritative job hunting information available anywhere **Sort Your Career Out** Shelley Johnson, Glen James, 2023-01-26 The best investment you can make is in yourself and your career Sort Your Career Out And Make More Money is your go to guide for building a career that you love Dream jobs don t just come along you need to make them happen And this is the book that will show you how from creating the ultimate career strategy to getting paid what you re really worth Hint It s not just about changing the font on your resume With tips and guidance from two of today s top money and career experts you ll learn how to change jobs secure a promotion ask for a pay rise and much much more Whether you re preparing for a job interview or you re looking to make a radical change Sort Your Career Out has the smart advice you need for earning more and winning at work Inside you ll find practical activities that will help boost your bankability and take you further faster Along the way you ll also follow diverse case studies from real employees people who have been there done that and figured out the way forward Sort Your Career Out And Make More Money unpacks everything you need to Establish your career mindset define your purpose and unlock your skills and strengths Set concrete goals and create new opportunities for yourself Upskill with essential tips and templates for resumes cover letters interviews networking and more Know when to take risks and how to handle setbacks like burnout and unemployment It s time to discover more career flexibility and achieve your long term goals With this must read handbook you ll be ready to move up move on and feel more fulfilled with what you do every day **Brandweek** ,2004-10 *Persuasive Resume!* Lawrence E. Lensmith,1991-08

The Career Change Resume Kim Isaacs, Karen Hofferber, 2003 Written by the official resume advisers to Monster.com this is the ultimate guide to creating life changing resumes The Career Change Resume helps aspiring career changers reinvent themselves by showing them how to transform their resumes The book includes step by step instructions demonstrating how to craft resumes that open doors to new careers more than 150 sample resumes and cover letters valuable innovative career change tools and strategies and solutions to common problems plaguing career changers **The Sales Manager's Handbook** Dartnell Corporation, 1962

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