

# Your Name

Somewhere, WA · (206)555-1212 yourname@emailaddress.com

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## Professional Summary

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.

## Skills

- Account Acquisition & Management
- Strategic Sales & Business Planning
- Consultative B2B & B2C Sales
- Deal Negotiations
- Cold Calling & Prospecting
- Pipeline Management
- Presentations & Proposals
- Risk Evaluation
- CRM Technologies
- Sales Force Development
- Compliance (e.g., RESPA/GFE, HOEPA, TILA, MDIA)

## Work History

**Account Manager** 07/2006 -  
**Acme Consultants** Somewhere, WA

- Dealing with buyers, store managers and regional managers of major retail chains.
- Identifying and assessing a client's critical needs.
- Identifying short and long term growth opportunities.
- Presenting business proposals to prospective clients.
- Attending meetings with clients.
- Maintaining tight budget control over expenditure.
- Forecasting and tracking key account metrics.
- Keeping up to date with market trend and competitor activity.

## Education

**Bachelor of Arts** 05/2016  
**State Univeristy** Faraway, NH