

Account Manager Summary

- Award-winning Account Manager with 8+ years of experience driving \$5M+ of growth with clients like Nike, Under Armour, and Athleta
- Drove 20% YoY growth on a \$3M book of clients at Skyscape
- Exceeded quota by an average of 30% across a portfolio of athletic brands at McClatchy
- Won awards for Culture and Highest Attainment at McClatchy in 2019 and 2020

Work History

Senior Account Manager Skyscape

June 2020 - Present

- Manage a portfolio of 10 key accounts generating \$3M in annual revenue
- Developed and implemented sales strategies to increase customer satisfaction and loyalty, resulting in a 20% increase in repeat business
- Collaborated with cross-functional teams to resolve customer issues and improve product offerings

Account Manager McClatchy

February 2017 - May 2020

1. Increased revenue by 25% through effective management of a portfolio of key accounts, resulting in improved customer satisfaction.
2. Consistently exceeded sales quotas by an average of 30% through the development and implementation of effective sales strategies.
3. Improved customer loyalty by 20%, as demonstrated by strong relationships built with clients through exceptional communication and problem-solving skills.

Sales Representative Sojern Enterprises

September 2015 - January 2017

- Achieved 130% of sales quota, consistently ranking in the top 5% of the sales team.
- Developed new business opportunities, resulting in a 25% increase in new customer acquisitions.
- Conducted market analysis to identify growth opportunities and develop sales plans.

Education

Bachelor of Science, Marketing Furman University

September 2011 - May 2015

Malmora High School

September 2007 - May 2011

Skills

Communication



Sales



Relationships



Marketing



Salesforce



Partnerships



Interests

Travel (planning a trip to Vietnam and Singapore), Photography (my Instagram is @georgiesnaps), Podcasts (The Daily and Huberman Lab are my two daily listens), Sales (currently reading Chris Voss's Never Split The Difference to level up my negotiation skills)