

## 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.
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## 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

- Increased revenue by 25% through effective management of a portfolio of key accounts, resulting in improved customer satisfaction.
- Consistently exceeded sales quotas by an average of 30% through the development and implementation of effective sales strategies.
- 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.
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## Education

### Bachelor of Science, Marketing Furman University

September 2011 - May 2015

### Malmora High School

September 2007 - May 2011

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## 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).