

Amina Khan

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SUMMARY

Dynamic and results-oriented Key Account Manager with over 5 years of experience in managing strategic accounts and driving revenue growth. Proven track record in building strong client relationships and exceeding sales targets through innovative solutions and strategic planning.

EXPERIENCE

Key Account Manager

Jan 2022 - Present

Tech Solutions Inc., San Francisco, CA

- Increased portfolio revenue by 35% within 12 months through the implementation of targeted sales strategies.
- Successfully managed a portfolio of 15 key accounts, enhancing client satisfaction scores by 20% through regular engagement and customized solutions.
- Utilized Salesforce and HubSpot to track sales performance and generate insights, improving forecasting accuracy by 25%.

Account Executive

Jun 2019 - Dec 2021

Global Marketing Agency, Los Angeles, CA

- Achieved 150% of sales target in 2021, generating an additional \$500,000 in revenue.
- Developed and executed strategic account plans that resulted in a 30% increase in upsell opportunities.
- Collaborated with cross-functional teams to launch a new product line, leading to a 40% growth in customer engagement.

Sales Representative

May 2018 - May 2019

Retail Solutions Co., Seattle, WA

- Ranked in the top 10% of sales representatives for exceeding quarterly goals by 20% consistently.
- Implemented a new CRM system that streamlined client interactions and reduced response time by 50%.
- Provided training and mentorship to new team members, contributing to a 15% improvement in team performance.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of California, Berkeley, Berkeley, CA • GPA: 3.7

SKILLS

Technical Skills: Sales Strategy, Client Relationship Management, Data Analysis, Negotiation

Tools & Frameworks: Salesforce, HubSpot, Microsoft Excel, Google Analytics