

# Jasmin Patel

jasmin.patel@example.com • (555) 123-4567 • San Francisco, CA • linkedin.com/in/jasminpatel

## SUMMARY

---

Results-driven Senior Key Account Manager with over 8 years of experience in building and maintaining strategic relationships with high-value clients. Proven track record of increasing revenue by up to 30% through effective account management and strategic planning.

## EXPERIENCE

---

### Senior Key Account Manager

Jan 2022 - Present

*Tech Solutions Corp, San Francisco, CA*

- Increased key account revenue by 25%, contributing to over \$3 million in annual sales.
- Developed and executed innovative account strategies, resulting in 40% client retention rate improvement.
- Utilized CRM tools such as Salesforce for tracking client interactions and managing pipeline effectively.

### Key Account Manager

Jun 2018 - Dec 2021

*Global Enterprises Inc., New York, NY*

- Managed a portfolio of top-tier clients, generating \$2.5 million in new business annually.
- Led cross-functional teams to enhance service delivery, reducing response time by 20%.
- Implemented data analytics tools to identify client needs and tailor solutions accordingly.

### Account Executive

Jul 2015 - May 2018

*Innovate Marketing Group, Chicago, IL*

- Achieved 150% of annual sales target by identifying and pursuing new business opportunities.
- Cultivated long-term relationships with clients, resulting in a 35% increase in referral business.
- Conducted market analysis to identify trends and inform strategic planning.

## EDUCATION

---

### Bachelor of Science in Business Administration

May 2018

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

## SKILLS

---

**Technical Skills:** CRM Management, Data Analysis, Strategic Planning, Customer Relationship Management

**Tools & Frameworks:** Salesforce, HubSpot, Tableau, Microsoft Excel