

ACCOUNT EXECUTIVE RESUME

from RESUME GENIUS

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SUMMARY

Results-oriented Account Executive with 10+ years of experience building and managing relations with prospects and key company accounts. Proven track record of cultivating lasting rapport with decision-makers and high-value clients, presenting solutions, and securing profitable deals.

PROFESSIONAL EXPERIENCE

◆ WALT DISNEY, INC. – ABC INTERNET GROUP, Chicago, IL
Account Executive

Oct 20XX–Present

- Secured 10+ new accounts worth \$15 mil. by generating potential leads through transactional business, cold calling, and networking with key decision-makers
- Exceeded company targets by 166% via thorough prospecting, drumming up new business, and managing existing account lists
- Negotiate and close successful business deals ranging from \$1,500 to \$1 mil.
- Increased monthly recurring revenue by 20% through the successful closing of three 7-figure corporate contracts
- Promote new and existing portfolio items, boosting portfolio revenue by 60% over five years

◆ S1 CORPORATION, Atlanta, GA
Account Executive

Jan 20XX–Sep 20XX

- Closed a 5-year, \$150 mil. deal to secure the company's leadership position within one of its largest and most strategic customers
- Sold software solutions to multiple lines of business, including retail banking, consumer lending, compliance/operational risk, and personal and commercial insurance lines
- Awarded Presidents Club and Account Executive of the Year for reaching 340% of company goals in 20XX
- Achieved \$13.5 mil. in new business by selling Cloud and SaaS solutions in a highly complex sales cycle with a combination of Enterprise Software and Professional Services

EDUCATION

BARUCH COLLEGE, ZICKLIN SCHOOL OF BUSINESS, New York, NY
Bachelor of Science in Business Administration
Honors: *cum laude* (GPA: 3.8/4.0)

Dec 20XX

ADDITIONAL SKILLS

- Expert in Microsoft Office, with a focus on Excel
- Bilingual in Spanish and English