



EMILY JACKSON

ACCOUNT EXECUTIVE

EDUCATION

June 2017 | Georgia Tech, Atlanta, GA

Bachelor of Science (B.S.) in Business Administration

PROFESSIONAL EXPERIENCE

September 2020 – Present

Account Executive | CVS Health | Alpharetta, GA

- Negotiate and close an average of 30 annual contracts with a diverse portfolio of more than 50 clients, including Fortune 500 companies and mid-market businesses
- Achieved 115% of sales quota in the first year by developing and maintaining relationships with key decision-makers in hospitals and clinics
- Implemented pricing strategies that resulted in a 10% increase in profit margins and a 5% increase in sales volume for assigned territories
- Train and mentor three sales representatives, resulting in a 20% increase in sales performance across the team

June 2016 – August 2020

Sales Development Representative | Home Depot | Atlanta, GA

- Developed lead generation strategies through email campaigns and local contractor partnerships across 5 Home Depot stores, averaging a 20% increase in qualified leads
- Collaborated with account executives to identify cross-sell and upsell opportunities, resulting in a 15% increase in average deal size per quarter
- Prioritized 24-hour follow-up on new prospects to ensure consistent customer engagement through phone calls, email, and product demonstration

CERTIFICATIONS

- Certified Salesforce Sales Cloud Consultant, Trailhead, 2022
- Certified Professional Sales Person, National Association of Sales Professionals, 2019

CONTACT

City, State Abbreviation Zip code
(123) 456-7890

email@example.com

LinkedIn | Portfolio

PROFILE

Results-driven account executive with more than five years of sales experience in the health and retail sectors. Recognized for exceeding sales quotas and building strong client relationships. Leverages expertise in consultative selling and market analysis to drive revenue growth.

KEY SKILLS

Account management
Contract negotiation
Customer service
Pipeline management
Sales forecasting
Team collaboration