



Alex Turner

Business Account Manager

I am an experienced business account manager with over seven years of experience managing client portfolios and driving revenue growth. I excel at building strong client relationships, identifying upselling opportunities, and ensuring exceptional customer service.

CONTACT



(555) 234-5678



alex.turner@example.com



LinkedIn



Denver, CO 80203

KEY SKILLS

- Client Relationship Management
- Revenue Growth Strategies
- Upselling and Cross-Selling
- Account Planning
- Financial Analysis

Professional Experience

BUSINESS ACCOUNT MANAGER | WELLS FARGO, DENVER, CO

APRIL 2018 - PRESENT

- Managed key client accounts, resulting in a 20% increase in annual revenue.
- Developed account strategies that boosted upselling opportunities by 15%.
- Maintained a 95% client retention rate through proactive relationship management.

ACCOUNT EXECUTIVE | BANK OF AMERICA, DENVER, CO

JUNE 2010 - MARCH 2018

- Coordinated account planning and client meetings to identify growth opportunities.
- Analyzed financial data to tailor client solutions, improving satisfaction rates by 20%.
- Assisted in the development of marketing strategies to expand client portfolios.

Education

- MBA
University of Colorado, Boulder, CO – Graduated May 2014
- BS in Business Administration
University of Denver, Denver, CO – Graduated May 2010

Certifications

- Certified Business Account Manager (CBAM)