



# 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.

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 LinkedIn

## KEY SKILLS

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

## CERTIFICATIONS

- Certified Business Account Manager (CBAM)

## PROFESSIONAL EXPERIENCE

### BUSINESS ACCOUNT MANAGER | WELLS FARGO, DENVER, CO APRIL 2018 – PRESENT

- Managed key client accounts, increasing annual revenue by 20%.
- Developed 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 conducted client meetings to identify growth opportunities.
- Provided financial analysis and advisory services, improving client satisfaction by 20%.
- Contributed to marketing strategies that expanded the client base.

## EDUCATION

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