**Mary Smith**

**[home address, mobile number, and email address]**

**Career Summary**

Experienced and driven Key Accounts Manager with a proven track record of exceeding sales goals. Results-driven individual with experience in increasing revenue streams and developing long-lasting client relationships. Adept at managing small teams to achieve company goals.

**Experience**

Key Accounts Manager

ABC Corporation, 2019-2021

* Boosted sales by 7% within the first year
* Developed systems that streamlined sales processes, yielding a 10% increase in productivity
* Led account team with highest quarterly sales for two consecutive years

Sales Representative

DEF Corporation, 2017-2019

* Worked as a dedicated Sales Representative for one of the largest retail companies in the area
* Ranked #2 Sales Representative of the company in 2018 with over RM100,000 in annual sales
* Established new client relationships and extended contracts by addressing issues and fulfilling needs

**Key Skills**

* Advanced Sales Strategies
* Customer Service and Negotiation Skills
* Industry Trends and Sales Forecasting
* Leadership Skills

**Education**

Bachelor of Science, Management

GHI University, 2013-2017

* Student Council Vice President, 2016-2017