

[YOUR NAME]

[City, State] · [Phone] · [email@example.com] · [linkedin.com/in/you]

PROFESSIONAL SUMMARY

High-performing account executive with a consistent record of exceeding quota. Skilled at consultative selling, relationship building, and closing complex deals.

CORE SKILLS

Consultative / Solution Selling · Salesforce CRM · Pipeline Management · Cold Outreach & Prospecting · Negotiation & Closing
Account Growth · Demo & Presentation Skills · Forecasting · MEDDIC / BANT Methodologies · Cross-functional Collaboration

PROFESSIONAL EXPERIENCE

Account Executive | [Company Name], [City, State]

[Month 20XX] – Present

- Achieved [XXX]% of annual quota ([XXX]K closed revenue), ranking #[X] of [XX] on the team.
- Grew existing accounts by [XX]% through structured QBRs and upsell programs.
- Maintained a [X]:[X] win rate across [X]+ competitive deals.

Sales Development Representative | [Previous Company], [City, State]

[Month 20XX] – [Month 20XX]

- Generated [X]00+ qualified opportunities per quarter through multi-channel outreach.
- Exceeded activity targets by [XX]%, earning promotion to Account Executive.

EDUCATION

[Degree], [Business / Major] — [University Name], [City, State]

[Graduation Year]

CERTIFICATIONS

- [Certification e.g., Salesforce Certified]
- [Sales methodology training]