**Jane Smith**

email@address.co.uk

07712 345 678

Example Street, Example Town, Example City, EX4 3PL

~~~~~~~~~~ PERSONAL STATEMENT ~~~~~~~~~~

With 20 years’ experience managing accounts for global management consultancies, I am now pivoting my career to develop my passion for entrepreneurship and tech and am keen to bring my expansive industry experience to innovative start-ups in the fintech space.

I have long experience of building relationships with buyers in government, large multinational businesses and charities, growing revenue and creating new initiatives to further enhance revenue opportunities. I am a self-starter, strong communicator and expert negotiator looking to bring my skills and knowledge to an ambitious business.

CORE SKILLS

* Confident self-starter with proven relationship building skills
* Operates well under pressure
* Knowledge of the finance sector and how to build relationships right along the value chain
* Technical skills and comfortable using all popular CRMs including Salesforce

~~~~~~~~~~ EMPLOYMENT HISTORY ~~~~~~~~~~

**Key Account Manager**

Consultiex | London | [www.monster.co.uk](http://www.monster.co.uk/)

MM.YY > MM.YY

Top 5 global management consultancy with £30b annual revenue.

* Managed 5 key accounts for the business tax advice department
* Tasked with growing accounts and building relationships

**Achievements**

* Grew all accounts, including bringing in new business worth £25m from one client in a year
* Initiated and helped run a conference on tax technology which boosted the company’s profile

**Account manager**

Consultaris PLC | Geneva | [www.monster.co.uk](http://www.monster.co.uk/)

MM.YY > MM.YY

Leading European management consultancy with 5,000 employees.

* Account lead for five IT accounts
* Develop business and grow revenue

**Achievements**

* Developed a proposal which won £10m of new business from an account
* Built a relationship with a new client that turned into a regular new account

**Sales manager**

GSC IT Biz | Manchester | [www.monster.co.uk](http://www.monster.co.uk/)

MM.YY > MM.YY

Large Systems Integrator with major government customers

* Selling and upselling solutions to leading accounts

**Achievements**

* Increased repeat sales from the Department for Transport
* Topped annual sales revenue board at the company three years in a row

~~~~~~~~~~EDUCATION & QUALIFICATIONS~~~~~~~~~~

**MSc Management Studies (2:1)**

University of London

**BSc Busines Studies (2:1)**

University of Liverpool

**A-Levels: Business Studies (B), Maths (C), German (B)**

Washwood Heath Technology College

**10 GCSEs including Maths (A), Business Studies (B), ICT (C)**

Wolverhampton Secondary School

~~~~~~~~~~PROFESSIONAL DEVELOPMENT~~~~~~~~~~

* Key Account Management qualification from CIM: 2005
* MEMBERSHIPS: Member of the Strategic Account Management Association (SAMA) since 2001

~~~~~~~~~~ADDITIONAL SKILLS AND PROFICIENCIES ~~~~~~~~~~

* German : fluent

~~~~~~~~~~ PERSONAL INTERESTS ~~~~~~~~~~

●  Football – member of local team ●  Squash ●  Travel

Reference available on request