



## ACCOUNT MANAGER

# Aria Evergreen

### PROFESSIONAL SUMMARY

Dynamic and results-oriented Account Manager with a proven track record in orchestrating client relationships. Eager to compose sales harmonies, strategic crescendos, and client satisfaction symphonies for Crescendo Dynamics.

### EXPERIENCE

**Account Manager**, Horizon Technologies, Phoenix, AZ

2021 - Now

- Manage 20+ key accounts, ensuring client satisfaction and reducing losses by 10%.
- Exceed sales goals by 20%, earning recognition as a top-performing team in 2022.
- Conduct market research, resulting in a 30% growth in healthcare clients.

**Account Manager**, HSB Group, Phoenix, AZ

2019 - 2021

- Collaborated with product development, improving product satisfaction by 15%.
- Conducted 100+ demos and presentations, showcasing product benefits.
- Negotiated and closed contracts, aligning with company policies.

### EDUCATION

**Bachelor of Business Administration**, Arizona State University, Phoenix, AZ

2015 - 2019

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📍 Phoenix, AZ

### SKILLS

Accounts Management

Client Relationship Management

Cross-Functional Collaboration

Contract Negotiation

Strategic Market Analysis

### AWARDS

- ★ Recognition for "Exceptional Client Relationship Management" (Horizon Technologies), May 2022
- ★ Award for "Excellence in Exceeding Sales Targets" (Horizon Technologies), December 2022



### LANGUAGES

English (Bilingual) French (Bilingual)

Spanish (Proficient)

### HOBBIES

Upcycling Furniture

Photography

