

David Lee

Account Executive

Professional summary

Ambitious and customer-focused B2B Account Executive with 4+ years of experience in managing client relationships and exceeding sales quotas. Passionate about identifying business needs and providing tailored solutions to drive long-term client success.

Experience

Account Executive

DataTech Solutions, United States, San Francisco, CA

2020 - Now

- Manage a portfolio of 30+ B2B accounts, achieving a 150% quota attainment rate.
- Build and maintain long-lasting client relationships through exceptional service and consistent communication.
- Lead negotiations and close deals worth up to 0K annually, driving a 20% increase in sales revenue.
- Collaborate with internal teams to ensure the delivery of client solutions and satisfaction.

Sales Associate

Prime Tech Solutions, United States, San Francisco, CA

2017 - 2020

- Contributed to a 10% increase in revenue by expanding the client base in target industries.
- Provided excellent customer service and upsold complementary services and products.

Education

Bachelor's Degree in Sales and Marketing

San Francisco State University, United States

2013 - 2017

Skills

Client Relationship Management

Expert

Sales Negotiation and Closing

Expert

Product Knowledge and Upselling

Expert

Communication and Active Listening

Expert

