

# Benina Clamp

Account Manager

## Profile

I am an experienced account manager with over 5 years in the industry. I have a proven track record of success in managing accounts and developing long-term relationships with clients. I am a strategic thinker and can think outside the box to come up with creative solutions to problems. I have excellent communication skills and can easily build rapport with people. I am also very organized and detail oriented, which helps me keep on top of everything that is going on in my accounts.

## Employment History

### Account Manager at Google, CA

May 2022 - Present

- Achieved 125% of quarterly sales targets.
- Exceeded customer satisfaction goals by 15%.
- Grew account base by 20% through effective cross-selling and upselling.
- Negotiated favorable contract terms with key suppliers.
- Implemented cost-saving measures that reduced expenses by 10%.

### Associate Account Manager at Apple, CA

Jul 2017 - Mar 2022

- Closed \$1 million in new business deals with clients in the software industry.
- Negotiated and executed 5 client contracts, totaling \$2.5 million in value.
- Achieved 100% customer satisfaction rating on quarterly surveys for 3 consecutive quarters.
- Led a team of 4 account managers and 2 sales representatives to exceed annual quotas by 15%.
- Managed a portfolio of 20 accounts with total revenue of \$3.5 million.

## Certificates

### Certified Public Accountant (CPA)

Mar 2021

### Certified Management Accountant (CMA)

Jun 2019

## Memberships

American Institute of Certified Public Accountants

National Association of State Boards of Accountancy

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## Education

### Bachelor of Science in Business Administration at University of California, Berkeley

Sep 2012 - May 2017

I have learned how to communicate with people from different backgrounds, how to work in a team, and how to solve problems.

## Links

[linkedin.com/in/beninaclamp](https://www.linkedin.com/in/beninaclamp)

## Skills

Communication

Organization

Time management

Customer service

Sales

Negotiation

Marketing

## Languages

English

Spanish