DARNELLA KOZIN

Account Manager
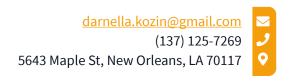
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PROFILE

I have over 5 years of experience as an account manager. I have successfully managed accounts and projects while maintaining strong relationships with clients. I am able to take on complex projects and see them through from start to finish. My attention to detail ensures that all aspects of the project are accounted for, and my ability to think outside the box allows me to come up with creative solutions when problems arise.

LINKS

linkedin.com/in/darnellakozin

SKILLS

Communication

Organization

Time management

Customer service

Sales

Negotiation

Marketing

LANGUAGES

English

Hindi

HOBBIES

Organizing social events

Trying new restaurants

Shopping

EMPLOYMENT HISTORY

Account Manager at Wells Fargo, CO

May 2022 - Present

- Generated $500,000 in new revenue through the development of 5 key accounts.
- Grew existing account base by 10% through effective cross-selling and upselling techniques.
- Achieved quarterly targets for 8 consecutive quarters.
- Exceeded annual sales target by 15%.
- Consistently ranked in the top 3 performers out of a team of 20.

Associate Account Manager at Bank of America, CO

Jul 2017 - Mar 2022

- Closed 10 new business deals, totaling $1 million in new revenue for the company.
- Exceeded quarterly sales goals by 15%, bringing in an additional $250,000 in revenue.
- Negotiated and closed a high-value contract with a major client, worth $500,000.
- Successfully managed and grew a portfolio of accounts by 20%.
- Won "Account Manager of the Year" award at annual company Sales & Marketing conference.

EDUCATION

Bachelor of Science in Business Administration at University of Colorado Boulder

Aug 2013 - May 2017

I have learned how to manage my time, how to work in a team and how to lead a team.

CERTIFICATES

Certified Public Accountant (CPA)

Jul 2021

Certified Management Accountant (CMA)

Jan 2020

MEMBERSHIPS

American Institute of Certified Public Accountants

National Association of Certified Public Bookkeepers