

Celinda Ternet

Key Account Manager

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📍 1234 Elm Street, New York, MN 10001

EDUCATION

Bachelor of Science in Business Administration at University of Minnesota

Sep 2013 - May 2017

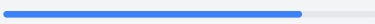
In the Bachelor of Science in Business Administration program, I have learned skills such as effective communication, critical thinking, and time management.

LINKS

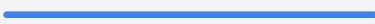
[linkedin.com/in/celindaternet](https://www.linkedin.com/in/celindaternet)

SKILLS

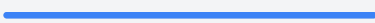
Communication



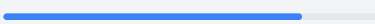
Organization



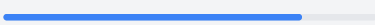
Negotiation



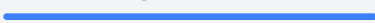
Sales skills



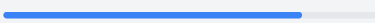
Presentation skills



Time management

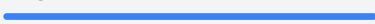


Customer service

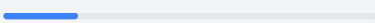


LANGUAGES

English



Japanese



PROFILE

I am a Key Account Manager with over 5 years of experience in the industry. I have successfully managed and grown key accounts for my previous employers. I possess excellent communication and interpersonal skills, which has helped me build strong relationships with clients. I am also highly organized and efficient, able to juggle multiple projects at once while meeting deadlines. My goal is always to exceed expectations and deliver results that contribute to the bottom line.

EMPLOYMENT HISTORY

● Key Account Manager at Delta Dental of Minnesota, MN

Jun 2022 - Present

- Negotiated and closed a \$5 million contract with key client.
- Achieved 125% of yearly sales quota.
- Secured new business with 3 major accounts, resulting in an increase in market share by 5%.
- Exceeded quarterly targets by 15%.
- Managed a team of 4 account managers and achieved high customer satisfaction ratings (90%).

● Senior Key Account Manager at Blue Cross and Blue Shield of Minnesota, MN

Jul 2017 - May 2022

- Negotiated and closed a \$5 million deal with ABC Corporation, the largest contract in company history.
- Grew XYZ Company's sales by 20% year over year for 3 consecutive years.
- Achieved quarterly sales targets 100% of the time over a 4-year period.
- Led a team of 8 account managers to successfully renew 98% of annual contracts, worth \$12 million total.
- Consistently ranked #1 or #2 in monthly sales volume out of a team of 50+ account managers.
- Won "Account Manager of the Year" award 2 years in a row.

CERTIFICATES

Certified Key Account Manager (CKAM)

Aug 2020

Certified Strategic Account Manager (CSAM)

Jan 2019

MEMBERSHIPS

American Marketing Association

National Association of Wholesaler-Distributors