

# DAVID TAYLOR

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Results-driven senior account manager with over 12 years of experience. Record of building lasting and lucrative long-term client relationships. Strategic thinker with international experience with a focus on consultative selling and territory sales management. Fluent in Spanish, English, French, and Chinese.

## PROFESSIONAL EXPERIENCE

### SENIOR ACCOUNT MANAGER

Comcast International, Orlando, FL | June 2010 - Present

- Locate national and international business opportunities for a leading digital accounts agency
- Grow Executive client relationships
- Secured 10 new clients in 2019, growing the company's revenue by \$3 million
- Attained 98% client-satisfaction rating and retained 87% of all new clients
- Assisted in the expansion of Comcast International in the Chinese market, increasing the company's annual profits by \$22 million
- Collaborate with analytics specialists to determine the main causes of client complaints, lowering the number of annual complaints by 16%

### ACCOUNT MANAGER

Oceanside Retail, Tampa, FL | June 2008 - June 2010

- Developed and expanded existing sales by 27%
- Negotiated the details of sales contracts with major clients
- Exceeded all sales goals for the Tampa branch of Oceanside Retail
- Awarded account manager of the year in 2009

## EDUCATION

### BACHELOR OF SCIENCE IN ACCOUNTING AND BUSINESS MANAGEMENT

The University Of Miami, Miami, FL | September 2004 - June 2008

## KEY SKILLS

- Communication
- Organization
- Presentation
- Public speaking
- Revenue and profit growth