

Name

Email
Location

Phone

Summary

- Sales and account leader with X years of experience growing business in (IT / BPO) services in the (which vertical(s))
- Grew account to X million delivering (what growth) in revenue.
- Relationship building at Senior/C Level clients – (what was the goal and achievement in these meetings)
- Pursued new deals ranging from \$ x million to \$ y million in the areas of (which technologies). Highlight emerging technology pursuits in Digital, automation, RPA and process+IT
- Led engagements (if you have also been involved in delivery in past roles) in (which domain / technologies)

EXPERIENCE

Company 1
date

Initial start date to end

Role 1 – Client partner or account manager / vertical / location

Start date – end date

Responsible for business growth (and any other responsibility) for a (very short description of client)

Achievements

Revenue growth achieved

Order booking

Deals pursued / won. Highlight emerging technology pursuits in Digital, automation, RPA and process+IT. Also separately highlight smaller pursuits (sub \$ 5 mil) and any large multi-year deals of \$ 10 mil+

Account mapping – new divisions / groups which you won business in

CSAT / margin achievements (only if you had direct responsibility of it)

Any other key client impacting or business impacting accomplishment

Company 2
date

Initial start date to end

Role 2 – Client partner or account manager / vertical / location

Start date – end date

Repeat flow similar to role 1

Project / Engagement Manager (if you have that in your past roles)

Start date – end date

Technology / vertical /location

Very short (1 – 2 line) description of program / domain / technology / size

Your role – program leadership, architecture, mentoring, project management, code/test

Accomplishment

Any specific achievement which you led (timeliness, quality, CSAT, crisis management, budget adherence)

Education

- Bachelors
- Masters
- Any other significant degree/diploma