



# Johnn Consi

Account Executive

## Contact Details

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## Education

- **B.S. in Business Administration**  
University of California, Berkeley  
2017 - 2021

## Skills

- Client Relations - Expert
- Sales Skills - Expert
- Negotiation - Expert
- Business Development - Expert
- Strategic Planning - Expert
- Market Analysis - Expert

## Summary

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Experienced Account Executive with over 6 years of experience in managing client relationships, developing strategies and overseeing successful campaigns.

## Work Experience

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### Account Executive, Jenkins, Wilkinson and Kunze

March 2023 - Present

- Delivered successful sales presentations to numerous Fortune 500 companies, resulting in increased revenue and client acquisition.
- Developed and implemented innovative strategies to increase customer satisfaction and exceed sales goals.
- Developed and maintained strong customer relationships, resulting in 50% repeat business.

### Account Executive, Pfeffer - Osinski

May 2021 - February 2023

- Negotiated and implemented contracts for large accounts, resulting in increased revenue.
- Provided training and support to new account executives and sales teams.
- Utilized market analysis to develop new product strategies and generate increased sales.

## References

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References available upon request

# The Account

**JA Banks**



## **The Account:**

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