BIANCA JENSEN

bianca.jensen26@example.com • +1 512 555 0184 • linkedin.com/in/bianca-jensen • Austin, TX, United States

SUMMARY OF QUALIFICATIONS

- Sales professional who builds long relationships rather than one-off deals.
- Experience across 3 employers, most recently as Senior Account Executive at Fenwick Supplies.
- Consistently at or above target.
- Known for clear communication with colleagues and for following work through to the end.

EDUCATION

University of Manchester — **Manchester**
BA Business Studies — *2018*

PROFESSIONAL EXPERIENCE

Fenwick Supplies — **Austin, TX**
Senior Account Executive — *Feb 2025 – Present*

- Negotiated renewals and price increases with long-standing customers.
- Closed 118% of annual target in my second year.
- Built a pipeline of new business from cold outreach and referrals.
- Shared customer feedback with product to shape the roadmap.
- Mentored a new rep through their first two quarters.

Clearpath Software — **Austin, TX**
Account Executive — *Mar 2023 – Nov 2024*

- Worked with marketing on follow-up for event leads.
- Looked after a portfolio of 26 client accounts and their renewals.
- Kept the CRM accurate so forecasts could be trusted.
- Ran discovery calls and product demos for mid-sized customers.

Fenwick Supplies — **Austin, TX**
Sales Development Rep — *Jul 2021 – Feb 2023*

- Trained two new reps on our sales process.
- Ran quarterly business reviews with the top ten accounts.
- Wrote proposals and tender responses with the bid team.

INITIATIVES

Key account plan

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

Sales playbook update

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

RESEARCH & PUBLICATIONS

Notes on data contracts — **2024**

- Short paper shared internally and at a local meetup.

TECHNICAL SKILLS

General: Salesforce, Microsoft Office, LinkedIn Sales Navigator
Languages: English (Fluent), German (B2)

CERTIFICATIONS

- Sandler Sales Foundations
- Negotiation Skills (online)

EXTRA-CURRICULAR ACTIVITIES

- Treasurer of a local sports club, keeping the accounts and membership list.
- Organiser of a monthly running club with around 30 members.

REFERENCE

Leila Byrne
Senior Lecturer, Clearpath Software
Contact: leila@example.com