



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

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

Work Experience

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

References available upon request

The Account

AW Chickering

The Account:

Digitizing Industry Knowledge for Software Development Manoj Kumar Lal, **Federal Register**, 1995-01-11
The Edinburgh Encyclopaedia, 1832 **Code of Federal Regulations, Title 31, Money and Finance: Treasury, Pt. 200-499, Revised As of July 1 2012**, 2012-10-09 The Code of Federal Regulations is a codification of the general and permanent rules published in the Federal Register by the Executive departments and agencies of the United States Federal Government **Code of Federal Regulations, Title 12, Banks and Banking, PT. 300-499, Revised as of January 1, 2010** Office of the Federal Register (U S), 2010-04 The Code of Federal Regulations is a codification of the general and permanent rules published in the Federal Register by the Executive departments and agencies of the United States Federal Government **Internal Revenue Cumulative Bulletin** United States. Internal Revenue Service, 2000 **Truth in Savings Act** United States. Congress. House. Committee on Banking, Finance, and Urban Affairs. Subcommittee on Financial Institutions Supervision, Regulation and Insurance, 1987 Journal of the House of Representatives of the State of South-Carolina South Carolina. General Assembly. House of Representatives, 1852 House documents, 1884 **Nature London**, 1871 *CISSP Bundle, Fourth Edition* Shon Harris, Fernando Maymi, Jonathan Ham, 2018-12-24 Prepare for the 2018 CISSP exam with this up to date money saving study package Designed as a complete self study program this collection offers a wide variety of proven exam focused resources to use in preparation for the current edition of the CISSP exam The set bundles the eighth edition of Shon Harris bestselling CISSP All in One Exam Guide and CISSP Practice Exams Fifth Edition You will gain access to a variety of comprehensive resources to get ready for the challenging exam CISSP Bundle Fourth Edition fully covers all eight exam domains and offers real world insights from the authors professional experiences More than 2500 accurate practice exam questions are provided along with in depth explanations of both the correct and incorrect answers The included Total Tester test engine provides full length timed simulated exams or customized quizzes that target selected chapters or exam objectives Presents 100% coverage of the 2018 CISSP Exam Includes special discount to Shon Harris Brand CISSP video training from Human Element Security Written by leading experts in IT security certification and training **Cases Argued and Decided in the Supreme Court of Mississippi** Mississippi. Supreme Court, 1872 Vol 1 is a reprint of 1834 edition **Ohio Casualty Insurance Company V. Smith**, 1961 **Roscoe's Digest of the Law of Evidence in Criminal Cases** Henry Roscoe, Horace Smith, 1874 *Advanced Partnership and Corporation Accounting* Sidney Graham Winter, 1934 Senate documents, 1893 **The classical review**, 1897 **The Bertrams** Anthony Trollope, 1880 **Oregon Revised Statutes** Oregon, 2005 *Research In Marketing*, 1990

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