

Email
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Skills

- Customer assistance
- Marketing
- Campaign management
- Negotiation
- B2B Sales
- Relationship building
- Closing deals
- Reports and Dashboards
- Tableau
- Salesforce Admin
- Cold calling
- CRM management
- Presentation skills



Languages

English
Native

Remia Gurvin

Advertising Account Manager

Highly motivated Account Manager with proven success in generating new business and retaining clients. Skilled in building relationships, identifying opportunities, and exceeding sales targets. Strong communication and negotiation abilities.

Experience

▪ Advertising Account Manager

Pinterest |Contract| *Atlanta, Ga*

May 2023 - Present

- Managed and executed marketing campaigns for a diverse portfolio of clients.
- Developed and maintained strong relationships with clients, ensuring client satisfaction and retention.
- Led a team of creative professionals to deliver innovative advertising solutions.
- Generated new business opportunities and achieved sales targets on a consistent basis.
- Developed and maintained strong relationships with clients, resulting in a 95% client renewal rate.
- Led a team of account executives to achieve and exceed monthly sales targets consistently.
- Collaborated with cross-functional teams to successfully implement and launch new product offerings.
- Managed and executed successful social media advertising campaigns resulting in increased brand awareness and sales.
- Conducted market research and utilized data analysis to optimize advertising strategies and target audience.

▪ Account Manager

Cydcor *Atlanta Ga*

Jan 2021 - Apr 2023

- Successfully managed a portfolio of high-value client accounts, exceeding sales targets by 20%.
- Implemented effective account management strategies resulting in a 30% increase in customer retention.
- Led cross-functional teams to develop and execute client-specific marketing campaigns, resulting in a 15% increase in customer engagement.
- Demonstrated excellent communication and negotiation skills in building strong relationships with clients.
- "Achieved consistent year-over-year growth of 20% by securing new B2B clients through effective prospecting techniques."
- "Managed a portfolio of key accounts, consistently exceeding quarterly sales targets."
- "Collaborated with cross-functional teams to develop and execute customized sales strategies for complex B2B solutions."
- "Built strong relationships with C-level executives through effective communication and understanding of their business needs."

▪ Assistant Manager

Atlantis *Atlanta, Ga*

Feb 2019 - Jan 2021

- Four years of experience coordinating daily operations and managing a team of 15 employees.
- Demonstrated ability to improve productivity and efficiency through process optimization.
- Proven record of implementing successful marketing strategies to increase sales and customer satisfaction.
- Strong leadership skills, overseeing training and development programs for staff members.
- Demonstrated proficiency in customer service by promptly addressing customer inquiries and resolving issues.
- Utilized persuasive sales techniques to consistently exceed monthly sales targets.
- Effectively managed inventory levels and ensured merchandise presentation met company standards.

Education

▪ Communications

Albany State University *Albany, Ga*

Aug 2018 - Present

▪ High school Diploma

Creekside High School *Fairburn, Ga*

Aug 2015 - May 2018