



Chris Jackson

Key Account Manager

Account Relationship Expert with 9 years of experience managing multimillion-dollar key accounts across logistics and technology sectors

Known for increasing client lifetime value, streamlining onboarding, and building long-standing business relationships with enterprise-level clients. Adept in contract renewal strategy and cross-functional collaboration.



Minneapolis, MN



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KEY SKILLS

- Key account retention
- Client onboarding
- Contract renewals
- Cross-functional project management
- Revenue optimization

PROFESSIONAL EXPERIENCE

KEY ACCOUNT MANAGER

FLEETWARE LOGISTICS, MINNEAPOLIS, MN | JUNE 2019 – PRESENT

- Managed 12 high-value accounts totaling \$9 million in annual revenue
- Increased customer retention by 21% through proactive touchpoints and feedback loops
- Led account review sessions that contributed to a 30% rise in upsell opportunities

ACCOUNT EXECUTIVE

TRAKTECH SYSTEMS, ST. PAUL, MN | JULY 2015 – MAY 2019

- Built a client success strategy that improved net promoter scores by 18%
- Exceeded quarterly revenue targets by at least 20%
- Helped streamline client onboarding, reducing setup time by 40%

EDUCATION

Bachelor of Business Administration
University of Minnesota | 2015