

John Smith

Strategic Leadership | Business Development | Project Management

SENIOR CUSTOMER SUCCESS MANAGER

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DRIVING REVENUE BY ENABLING CUSTOMER MARKETING, SALES & SERVICE SUCCESS

PROFILE

Offer 20+ years of expertise in driving customer business success by building breadth and depth of consumer insights through integrated commercial data. Savvy strategist, forming and actualizing strategies for global trade, data acquisition, customer retention, employee engagement and process streamlining. Excel at fostering strategic global partnerships and collaborating cross-functionally to discover, negotiate, acquire and synthesize third-party proprietary data assets.

Leadership | Strategic Planning | Business Development | Project Management | Relationship Building & Management
Global Strategic Partnerships | Data Discovery, Acquisition & Analysis | Risk Management | Sales | Marketing
Prospect Identification | Presentations | Contract Negotiation | Vendor Management | Customer Service
Account Management | Change Management | Process Development & Improvement | Training & Mentoring

Technical Skills

Microsoft Office (Word, Excel, PowerPoint, Outlook) | Job Control Language (JCL) | Salesforce

PROFESSIONAL EXPERTISE

Dun & Bradstreet Corporation (D&B) ■ Center Valley, PA

2002 – Present

D&B is a Fortune 500 provider of commercial data to businesses; has information on 235M+ companies across 200 countries.

Director & Senior Consultant, Global Data Content (2018 – Present)

Cultivate third-party data relationships that yield acquisition of public and private sources of global commercial business information. Research potential providers/discussions; negotiate data assets available for purchase; conduct numerous data tests and develop data asset use cases in tandem with multiple cross-functional teams. Steer operational ownership of Global Trade Center of Excellence, D&B's most valuable proprietary data asset; partner with cross-functional team of 50 Global Trade Leaders to expand overall expertise in all Global Trade markets via work streams for multinational acquisition, marketing, trade program development, global provider directory and customer referrals.

Strategic Planning

- **Enhanced predictive analytics, customer insight and Risk Management, Sales & Marketing and Supply Chain product offerings and custom revenue projects** by discovering and acquiring new data sources that have contributed over 50M lines of data.
- **Established future global trade strategy** by piloting 2019 Global Trade Conference.
- **Enabled accurate pricing of customer data assets for purchase of data from 20+ partners with diverse datasets and use cases** by creating internal, globally implemented data valuation model/tool.

Partnership Development

- **Positioned partnership with major merchant services company to evolve into single-largest third-party data relationship at D&B** by obtaining global data file with potential to contribute 30M records by deepening rapport.
- **Acquired 2M trade references from global retailer of office supplies**, as strategic source of accounts receivable data. Customer purchased \$200K product/service two years in a row, using proceeds to purchase D&B services. Currently negotiating to secure additional 2M references.

Business Development

Facilitated potential for 20K new business records, enhancement of over 50K established business records and linking of 10-15K associated business records by acquiring multiple datasets of 500K customer records. Exploring to productionalize process to provision data for up to 40 global markets.

Resumes For Success

Jeffry Richard McCabe,McCabe



Resumes For Success:

Just Resumes Kim Marino,1997-03-12 Presents 200 job winning r sum samples provides information on using the Internet to conduct a job search and offers tips and techniques for creating an effective r sum *Resumes for Successful Women* Laurie E. Lico,Laurie Lico Albanese,1985 **No-nonsense Resumes** Wendy S. Enelow,Arnold G. Boldt,2006-01-01 A no nonsense guide to creating an effective resume covers such topics as preparing a professional resume presentation using attention grabbing keywords and using electronic resume submission tools [Killer Cover Letters and Resumes](#) WetFeet (Firm),WetFeet,2014 **Successful Business Resumes** Ernest A. Gray,1981 *Perfect Resume Strategies* Tom Jackson,Ellen Perry Jackson,1992 From the author of the 300 000 copy bestseller *The Perfect Resume* a unique catalog of sample resumes for the job seeker in need of practical models as well as the insight and inspiration to crack today s tough job market *Resume Mastery* Rosalind Kincaid,AI,2025-02-28 Unlock your career potential with *Resume Mastery* a comprehensive career guide designed to transform your resume from a mere summary into a powerful marketing tool This book delves into the evolution of resumes highlighting how they ve transitioned from simple qualification lists to sophisticated branding documents Understand the critical role of Applicant Tracking Systems ATS and learn how to strategically incorporate keywords to enhance your resume s visibility Discover how tailoring your resume is key to making a strong first impression and securing interviews in today s competitive job market directly influencing your long term career trajectory The book takes a step by step approach starting with the fundamentals of effective resume writing including formatting language and content selection It then progresses through various resume types and the art of crafting compelling accomplishment statements A unique aspect of this book is its focus on the psychological elements of resume creation exploring why certain elements resonate more effectively with recruiters *Resume Mastery* not only provides the how but also the why behind resume best practices supported by industry data case studies and insights from recruiters Equip yourself with the knowledge and tools needed to create a resume that not only showcases your skills and experience but also aligns with your career goals ultimately leading to job search success and salary negotiation advantages [Dynamite Resumes](#) Ronald L. Krannich,Caryl Rae Krannich,1999 CVs are more important than ever in finding a job in today s highly competitive job market In the eyes of employers you essentially are what you write they want to see you on paper before they meet you in person How you present yourself on paper largely determines whether or not you will be invited for a job interview This fourth edition is unlike any other Written by two leading career experts it shows how to write excellent CVs the ones that quickly lead to job interviews and offers The book focuses on 66 key principles [Writing Effective Resumes](#) Jeffry Richard McCabe,McCabe,1993 *Successful Resumes and Interviews* Carl Perrin,Peter Dublin,1993-12-31 Written in an easy to understand format this book provides in depth coverage of the job search process with special emphasis on resume development letter writing and interviewing skills Features job lead analysis shows readers how to evaluate leads

and compare them to their own qualifications resume writing material explains how resumes can be effectively developed to secure job interviews letter writing material details how cover letters can be used to enhance resumes hypothetical cases help readers understand the kinds of choices they will have to make in creating their own resumes practical interview tips discuss preparation developing a positive attitude types of interviewers frequently asked questions follow up techniques and more model resumes present various formats as well as resumes for people in different careers and levels of experience ALSO AVAILABLE INSTRUCTOR SUPPLEMENTS CALL CUSTOMER SUPPORT TO ORDER Instructor s Manual ISBN 0 8273 5992 6 The Everything Resume Book Nancy Schuman,2008-03-01 A resume is like the first thirty seconds of a blind date one with a prospective employer That s all the time you have to get a hiring authority s attention and hopefully an interview A bad resume will absolutely eliminate you from the competition Building a strong resume is the single most important step in landing a new job The Everything Resume Book 3rd Edition is your one stop resource for crafting a resume that will highlight your skills and experience to get you the job you want This hands on guide offers helpful hints on format and presentation and includes the most up to date guidelines for using the Internet in your job search This completely revised and updated edition includes new information on Job boards and the best Web resources for job seekers Using resumes as a personal brand The advantages and disadvantages of video resumes Social networking sites in the job search Generation gap issues relating to resumes Resume blogs Bursting with more than 100 sample resumes for a wide range of professions this guide contains the information you need to command a prospective employer s attention and score that all important interview

Haldane's Best Resumes for Professionals ,2000 Outlines the principles of writing an effective resume that will attract the attention of potential employers *Effective Resumes for Executives and Specialized Personnel* Juvenal Londoño Angel,1980 *AI Advantage: Mastering Job Applications in the Digital Age* Antonio Vecchio, AI Advantage Mastering Job Applications in the Digital Age is a practical and sharply relevant guide for modern jobseekers navigating a recruitment world increasingly shaped by algorithms applicant tracking systems and automated decision making Drawing on real hiring practices this book explores how artificial intelligence screens CVs evaluates candidates and reshapes interviews while showing readers how to adapt without losing their voice or integrity It unpacks AI driven CV optimisation keyword strategy ATS friendly formatting machine learning screening bias data privacy and the ethical tensions of automation in recruitment offering clear strategies to improve visibility confidence and outcomes in a competitive digital labour market Rather than selling shortcuts or hype it challenges readers to understand the system they are judged by so they can work with it intelligently instead of being quietly filtered out by it **Resumes For Dummies** Joyce Lain Kennedy,2007-02-26 Is your job search stalling out after you submit a resume but before you re offered an interview With reinvented recruiting technology unmanageable millions of resumes choking employer databases and government mandates in the name of diversity a gigantic change has occurred in the recruiting world over the past several years and it demands a fresh look at

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