

Yash Rao

Account Manager

YR

Ahmedabad, India yash.rao@example.com Fictional sample

01 Professional profile

Account Manager with an illustrative 11-year career focused on account planning, renewal readiness and cross-team coordination. Core strengths include Account planning, Business reviews and Renewal management. Selected examples describe the challenge, contribution and handover materials.

02 Professional experience

Jul 2022 – Present

Account Manager

Asterline Commercial Services · Ahmedabad

Delivered defined workstreams in account planning, renewal readiness and cross-team coordination, coordinating reviewers and delivery partners.

- Built reviews around agreed objectives, delivered work and unresolved dependencies.
- Created a shared readiness record and coordinated service and commercial owners before renewal discussions.

Jul 2018 – Jun 2022

Account Manager

Northmere Commercial Services · Ahmedabad

Developed hands-on experience across account planning, renewal readiness and cross-team coordination, with a defined review process.

- Used account planning and stakeholder mapping on assigned work; recorded decisions so colleagues could understand the approach.
- Prepared handover materials and incorporated specialist feedback before closing the workstream.

Jul 2015 – Jun 2018

Sales Associate

Cedarfield Commercial Services · Ahmedabad

Built foundations through supported assignments, observation and practical feedback.

- Assisted with business reviews and issue coordination, checking work with an experienced reviewer.
- Kept organised work records and developed clear handover habits through supervised practice.

EXPERTISE

Core capabilities

Account planning

Business reviews

Renewal management

Stakeholder mapping

Issue coordination

Commercial communication

SELECTED WORK

Account review programme

Account review pack and follow-up plan

Renewal readiness

Renewal plan and risk register

LANGUAGES

English - professional working

Hindi - professional working

CAREER CONTEXT

11 years in this illustrative career.

Three appointments.

Full work examples on page 2.

03 Commercial case studies

Grow relationships through dependable delivery.

WORK EXAMPLE 01 / ILLUSTRATIVE

Account review programme

Prepared for handover

Account review pack and follow-up plan

Context

Customer conversations focused only on open support issues.

Contribution

Built reviews around agreed objectives, delivered work and unresolved dependencies.

WORK EXAMPLE 02 / ILLUSTRATIVE

Renewal readiness

Prepared for handover

Renewal plan and risk register

Context

Renewal risks surfaced too late for a useful response.

Contribution

Created a shared readiness record and coordinated service and commercial owners before renewal discussions.

04 Education

2013 – 2015

MBA in Marketing

Asterbridge Institute of Professional Studies
Specialist study with a practice focus on account planning and business reviews.

2009 – 2013

Bachelor-level study in the relevant discipline

Cedarhaven College of Applied Studies
Foundation study, practical assignments and supervised learning. Fictional institution and qualification record.

05 Professional development

2024

Account planning - advanced practice workshop

Scenario exercises and peer review in account planning, renewal readiness and cross-team coordination.

2025

Stakeholder mapping - reflective practice seminar

Applied learning reviewed through a bounded example and a written reflection.

Continuing learning examples, not licences or independently verified certifications.

06 Practice & evidence notes

Work focus	Evidence status	Contribution scope
Account planning, renewal readiness and cross-team coordination	Illustrative work descriptions; no source artefacts attached	Owned the stated workstream, not all team outcomes

Every employer and institution in this CV is fictional. The two work examples describe individual contributions; supporting artefacts and externally measured outcomes are not supplied. Replace example information with accurate records and permission-cleared work before using this CV.