

## PERSONAL

- Name**  
William Clawson
- Address**  
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# WILLIAM CLAWSON

Passionate and ambitious account manager with 5+ years of experience. Dedicated to consistent revenue growth and elevated client satisfaction. Currently managing 125+ assigned accounts while helping clients manage and recover from risks. Superb verbal and written communication to make lifelong relationships with clients.



## WORK EXPERIENCE

- Sep 2021 - Present** **Account Manager**  
**ABC Insurance, Nashville, TN**
  - Successfully manages over 125 client insurance accounts consistently.
  - Provides courteous, prompt, and accurate customer service to clients.
  - Performs primary role in the renewal transaction with responsibility for improved renewal retention and rate execution goals.
- Jun 2018 - Sep 2021** **Account Manager**  
**XZY Marketing Group, Nashville, TN**
  - Established a working relationship with clients and other firms to ensure all assignments were completed promptly and effectively.
  - Managed 10 client accounts and 30+ call center team.
  - Assisted clients with inquiries and concerns through phone calls, email, chat, and other communications.
- Mar 2019 - Sep 2021** **Junior Account Representative**  
**123 Healthcare, Nashville, TN**
  - Assessed customer needs to create appropriate resolutions.
  - Met or exceeded all sales targets by 10% on a monthly basis.
  - Effectively communicated details of health care products to clients.



## EDUCATION AND QUALIFICATIONS

- May 2015 - Aug 2019** **Bachelor of Science in Business Administration**  
**University of Tennessee, Nashville, TN**



## SKILLS

Account servicing	★★★★★
Client management	★★★★★
Lead development	★★★★★
Verbal and written communication	★★★★★
Value-based selling	★★★★★
Strategic decision making	★★★★☆
Negotiation	★★★★☆
Report development and presentation	★★★★☆