

DANIELA CONTRERAS

Miami, FL 33718 • 7869259572 • dannic125@gmail.com

Professional Summary

Driven Account Executive Manager who excels at relationship building. Skilled in developing strategic solutions to inspire employees with the goal of meeting a clients needs. Knowledgeable about conflict resolution, solutions-oriented problem solving, and experienced in different CRM software.

Skills

- Budget Development
- Intercompany Reconciliations
- Customer Relationships
- Highly organized and detail-oriented
- Strong presentation skills
- Proven successful outreach initiatives with B2B clientele

Work History

Account Executive Manager, 08/2021 to Current

Evergreen Insurance & Risk Management – Doral, Florida

- Gained understanding of goals, objectives, processes, and implemented strategies with employees to meet clientele needs.
- Negotiated sales deals between customers and agency, resulting in mutually beneficial agreements and cultivated relationships.
- Prepared monthly forecasts and reporting metrics for upper management to gain understanding of measures needed to grow business and collaborate with employees to achieve results..
- Overseeing and collaborating with employees on building and strengthening relationships with new and existing accounts to drive revenue growth.

Operations Manager, 12/2018 to 07/2021

Construction Unlimited – Orlando, FL

- Prepared annual budgets with controls to prevent overages and identified resource opportunities.
- Implemented process improvement to shape organizational culture, optimize procedures for higher efficiency and help company evolve and grow.
- Worked in matrix management environment with oversight of over 60+ people including: division level managers, operations, sales, finance, human resources, safety and compliance.
- Directed initiatives to improve work environment, company culture or overall business strategy by: supporting and leading teams in any change in management efforts and explaining strategic changes.

Consultant Manager, 10/2015 to 07/2021

MCD Global Consulting – Miami, FL

- Designed new projects with timelines, budgets and scope of work plans by creating monthly forecast templates and resource management allocations for approved projects.
- Directed major client engagements and monitored asset managements.
- Improved performance, hiring practices, and management systems to facilitate success of client's organization and resolution of complex issues through Coaching and training.
- Collaborated with teams to define, strategize, and implement marketing and web strategies..

Education

BBA: Marketing

Florida International University - Miami, FL

Languages

Spanish:


Full Professional