

John Smith

Strategic Leadership | Business Development | Project Management

SENIOR CUSTOMER SUCCESS MANAGER

Denver, PA ■ 555.555.5555 ■ johnsmith@email.com ■ [linkedin.com/in/johnsmith](https://www.linkedin.com/in/johnsmith)

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

Yan Bai



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