

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

Kim Marino



Resumes For Success:

No-Nonsense Resumes Arnold G. Boldt, Wendy S. Enelow, 2006-11-15 For the first time ever here is a resume book that clears away the clutter and gets down to the brass tacks of what it takes to write and design a resume that will get you interviews and job offers Authors and professional resume writers Wendy Enelow and Arnold Boldt share their insights knowledge and more than 35 years of combined experience to help you prepare a resume that will get you noticed not passed over No Nonsense Resumes begins with a thorough but easy to understand explanation of the key elements that are vital to creating an attention grabbing resume including how to Strategically position your resume Showcase your skills and achievements Format and design a professional looking resume Select and integrate key words Prepare and distribute your electronic resume Subsequent chapters offer specific tips on creating winning resumes for job opportunities in virtually every profession Administration Accounting Banking Government Health Care Hospitality Management Human Resources Law Enforcement Manufacturing Sales Marketing Skilled Trades and Technology Science Engineering Included in each chapter are sample resumes contributed by leading resume writers and career consultants worldwide 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 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 Resumes For Dummies Laura DeCarlo, Joyce Lain Kennedy, 2015-08-03 Expert guidance on writing a winning resume that will set you head and shoulders above the crowd to land that elusive interview and get the job of your dreams 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 **Killer Cover Letters and Resumes** WetFeet (Firm),WetFeet,2014 **Encyclopedia of Job Winning Resumes, Third Edition** Myra Fournier,Jeff Spin,2006-07-15 Encyclopedia of Job Winning Resumes Third Edition is the most helpful and comprehensive resume book you can buy It includes more than 400 success proven resume examples that teach you how to personalize your resume according to your own unique career situation The 17 chapters contain resumes that cover all major industries span every job level from entry level to CEO and are helpfully arranged by both job field and title to make it easy for you to quickly locate the resumes that address your particular field or situation The first chapter The Essentials of Writing Your Resume is as informative as it is brief It includes expert advice about what information to include in your resume what to omit what to emphasize and what to tone down For a quick start it s specifically designed to keep reading to a minimum so you can start sending out your resume as soon as possible The second chapter devoted to creating hard hitting cover letters includes 40 examples that cover a wide variety of typical career situations And for those not so typical career situations the next chapter includes 30 resumes that cover difficult circumstances such as frequent job changes gaps in employment layoff lack of experience weak education and many more For students there s also a chapter containing 40 resumes to help new graduates enter the work force more quickly and easily There are helpful hints located beneath each resume showing you the right way to quickly create a job winning resume that will get attention and win you an interview The last chapter includes a Recommended Reading list and a Recommended Web Site list Whatever your age industry career level of experience or education you ll find the resume template you need In 1980 Myra Fournier and Jeff Spin founded A Lasting Impression a highly successful resume writing and career development firm located in the Greater Boston area In 1990 they jointly developed ResumExpert a top rated and best selling resume writing software for the Macintosh computer [Resumes For Dummies](#) Joyce Lain Kennedy,2011-01-13 Write a winning resume and land that job interview Is your job search stalling out after you submit a resume but before you re offered an interview With a recession that has caused a 10% unemployment rate affecting 15 3 million Americans having a winning resume is vital to securing an interview and it demands a fresh look at how you write your resumes and market yourself Whether you re entering the job market for the first time looking for a new job after a lay off or changing careers Resumes For Dummies shows you the ropes and rules for a new era in recruiting and jobsearching Instructions for writing an inclusive core resume Tips on targeting a known position or tailoring a resume to specific industries Common resume writing mistakes to avoid Updated with the latest information on privacy issues in the electronic age Resumes For Dummies is your go to guide for getting your foot in the door *Step-by-Step Resumes For All Construction Trades Laborer and Contractor*

Positions Evelyn U. Salvador, 2020-05-15 Book Delisted

175 High-Impact Resumes Richard H. Beatty, 2003-11-20 The ingenious guide to making your resume stand out from the crowd 175 High Impact Resumes Third Edition provides the tools tips and examples you need to build a professional resume that packs a punch It guides you step by step through the process of constructing your resume and highlighting key components while giving you a clear understanding of the design content and overall performance of each part You'll learn how and when to use a variety of resume formats including chronological functional linear and others With 175 hand picked successful resumes of both experienced jobseekers and recent college grads there's definitely a resume here that suits your needs Almost all the resumes in this new Third Edition have been revised and updated to reflect the current thinking and terminology of the employment profession And there's more A new chapter that provides a practical checklist of the do's and don'ts of resume writing Guidelines for preparing a professional electronic resume Results of an authoritative survey of employment professionals that highlight what employers look for in resumes Resumes across a wide array of occupational areas including administration finance accounting human resources public relations law marketing sales technical services engineering education retail and many more By following the guidelines and model resumes in this invaluable book you can automatically build a highly effective professional resume with wallop Regardless of your level of experience and no matter what industry you're in 175 High Impact Resumes Third Edition will help you get the big interview and land that knockout job

The Job-Hunter's Survival Guide Richard N. Bolles, 2012-04-04 One hundred pages of lifesaving advice for people out of work When over ten million people have needed help with their job hunt or with figuring out what to do with their life there is one person they have turned to more than any other He is Richard N Bolles author of the #1 job hunting book of all time *What Color Is Your Parachute* His name is well known around the world Just during the last twelve months he has appeared in Time 10 Ideas Changing the World Right Now March 2009 U S News World Report deemed savior of the nation's unemployed October 2008 NBC's Today Show broadcast in April 2009 and many other publications and shows His book was the #1 best seller on BusinessWeek's paperback list as recently as last November Never has his advice been more sought than during these brutal economic times He has responded by writing a completely new book *The Job Hunter's Survival Guide* designed particularly for people who are hanging on the ropes who haven't time to do a lot of reading but need help desperately and now Early reviews have called this little Guide brilliant and tremendously helpful

What Color is Your Parachute? Richard Nelson Bolles, 2016-08 Includes bibliographical references and index *What Color Is Your Parachute? 2018* Richard N. Bolles, 2017-08-15 With more than 10 million copies sold in 28 countries the world's most popular job search book is updated for 2018 and tailors Richard Bolles's long trusted guidance with up to the minute information and advice for today's job hunters and career changers In today's challenging job market the time tested advice of *What Color Is Your Parachute* is needed more than ever Recent grads facing a tough economic landscape workers laid off mid career and people searching for an inspiring work life

change all look to career guru Richard N Bolles for support encouragement and advice on which job hunt strategies work and which don't This revised edition combines classic elements like the famed Flower Exercise with updated tips on social media and search tactics Bolles demystifies the entire job search process from writing resumes to interviewing to networking expertly guiding job hunters toward their dream job

STEP-BY-STEP RESUMES For All Human Resources

Entry-Level to Executive Positions Evelyn U Salvador, NCRW, JCTC, 2020-05-15 Book Delisted Career For Dummies

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Kennedy, 2013-01-02 Three complete ebooks for one low price Created and compiled by the publisher this career bundle brings together three of the bestselling For Dummies career titles in one e only bundle With this special bundle you'll get the complete text of the following titles Resumes For Dummies 6th Edition Write a winning resume and land that job interview Is your job search stalling out after you submit a resume but before you're offered an interview With a recession that has caused widespread unemployment having a winning resume is vital to securing an interview and it demands a fresh look at how you write your resumes and market yourself Whether you're entering the job market for the first time looking for a new job after a lay off or changing careers Resumes For Dummies shows you the ropes and rules for a new era in recruiting and job searching Job Interviews For Dummies 4th Edition Does the thought of interviewing for a new job send shivers down your spine It doesn't have to Whether you're searching for your first job changing careers or looking for advancement in your current line of work Job Interviews For Dummies shows you how to use your skills and experiences to your advantage and land that job Following a half decade characterized by an explosion of economic crises global expansion and technological innovation in the job market today's job seekers vie for employment in a tough era of new realities where few have gone before In addition to covering how to prepare for an interview this updated edition explores the new realities of the job market with scenarios that you can expect to encounter an updated sample question and answer section coverage of how you can harness social media in your job search information on preparing for a Web based interview and the best ways to keep your credibility when applying for several jobs at once Cover Letters For Dummies 3rd Edition Cover letters are alive and sell When they're written right that is To stand out in today's sea of qualified job seekers learn to craft riveting new breeds of cover letters create vibrant images online and discover sensational self marketing documents you never imagined This completely revised and updated 3rd Edition of Cover Letters For Dummies brings you all this plus over 200 great new samples by 62 successful professional cover letter resume writers You've probably suspected that passive and sleepy cover letters merely hugging resumes won't get you where you want to go Especially in a shaky job market

Resumes from the Abyss Pasquale De Marco, 2025-05-02 Resumes from the Abyss A Humorous and Informative Guide to Avoiding Resume and Job Search Blunders In the competitive world of job searching your resume and cover letter are essential tools for making a strong first impression However many job seekers make mistakes that can sabotage their chances of landing an interview

Resumes from the Abyss is a comprehensive guide to avoiding these pitfalls and creating a resume and cover letter that will get you noticed for all the right reasons This book is packed with real life examples of resume and cover letter blunders along with expert advice on how to avoid them You ll learn how to write a compelling objective statement highlight your relevant skills and experience and tailor your resume to each job you apply for You ll also discover the secrets of writing a cover letter that will make employers want to learn more about you But Resumes from the Abyss is more than just a guide to writing a great resume and cover letter It s also a cautionary tale about the perils of online job searching You ll learn how to avoid scams spot red flags and navigate the often confusing world of online job boards Whether you re a recent graduate or a seasoned professional Resumes from the Abyss is the essential resource for anyone who wants to improve their job search strategy With its wit and wisdom this book will help you avoid the pitfalls and land the job you want What You ll Learn from Resumes from the Abyss How to write a resume and cover letter that will get you noticed The most common resume and cover letter mistakes to avoid How to tailor your resume and cover letter to each job you apply for How to avoid scams and red flags when job searching online How to navigate the often confusing world of online job boards Don t let a poorly written resume or cover letter hold you back from your dream job Order your copy of Resumes from the Abyss today and start your job search off on the right foot If you like this book write a review on google books

The Complete Idiot's Guide to the Perfect Resume Susan Ireland,2002-12 Includes tips on writing an effective resume creating an accurate yet impressive job statement networking using software programs and other resume technologies and making the most of your experience

Expert Resumes for Computer and Web Jobs Pasquale De Marco,2025-08-11 Expert Resumes for Computer and Web Jobs is your ultimate guide to crafting a standout resume and mastering the job search process in the ever evolving tech industry Whether you re a seasoned professional or a recent graduate this comprehensive resource will equip you with the knowledge and strategies you need to land your dream job In today s competitive job market it s essential to have a resume that not only showcases your skills and experience but also highlights your passion and potential Expert Resumes for Computer and Web Jobs will walk you through the entire resume writing process from start to finish providing expert tips and guidance on every aspect from choosing the right format and font to tailoring your resume to specific job openings But a great resume is just one piece of the puzzle Expert Resumes for Computer and Web Jobs also covers the importance of networking building a strong online presence and preparing for interviews You ll learn how to research target companies connect with hiring managers and ace behavioral and technical interview questions Throughout the book you ll find real world examples practical exercises and insider insights from industry experts Whether you re looking to break into the tech industry or advance your career Expert Resumes for Computer and Web Jobs has everything you need to succeed So whether you re applying for your first job or your next promotion Expert Resumes for Computer and Web Jobs will help you put your best foot forward and land the job you deserve With its expert advice and practical guidance you ll be well on your way to achieving your career

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A Professional Approach to Resumes and Cover Letters sh munira, **Make Your Resume Talk** Richard A. Hart, 2007-02-01 This book contains all the guidelines needed to help you write an advertisement resume that will get you interviews and a job It promotes writing results work statements rather than task and responsibility statements Key features include how to write 1 your heading in relation to space available 2 targeted objectives 3 work statements that use key words and still describe how good you are 4 skill sections that show your level of ability and 5 activities that show your chemistry Make Your Resume Talk is written in sections to help you build or re write your resume and help you tailor your resume to specific jobs Many before and after resumes with individual critiques on different occupations are included to show how to write statements that get attention of potential employers Helpful tips are provided throughout the book to highlight critical information for writing a resume that will talk for you Chapters are provided to cover all aspects of the resume plus special chapters on electronic resumes help for high school college students and the physical attributes of resumes Effective cover letter guidelines with examples are provided as a bonus Personal testimonials are scattered through the book to show you how the guidelines helped other users The success of his approach is shown by this quote from a Senior Corporate Recruiter from Red Hat which stated As a corporate recruiter I view hundreds of resumes daily filed with buzz words tasks and objectives that don t meet the candidate s background These resumes are quickly eliminated The resumes that follow the guidelines outlined in Dick Hart s book that show the depth of the candidate s ability and how well the buzz words apply to their accomplishments are the ones we seriously consider Diligent applicants need to follow his advice and list solid achievements from past current performance

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Resumes For Success Introduction

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