

John Aarts

Customer Success Manager

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📍 Amsterdam, Netherlands

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SUMMARY

Enthusiastic Customer Success Managers with seven years of experience coordinating Customer Success staff and analyzing complaints, developing new procedures, and implementing customer retention campaigns. Proven project team leader and client service manager. Focused on building excellent productive client relationships, quickly resolving issues to assure their business needs are met.

EXPERIENCE

Senior Customer Success Manager

Blanchette

📅 2017 - Ongoing 📍 Amsterdam, Netherlands

Blanchette is data-driven marketing database company

- Achieved an average 115% Net Retention Rate (NRR) on a target of 102%, for five consecutive quarters
- Developed an end-user training curriculum for Microsoft Office 365
- Partnered with AE to grow book of business 25% YoY
- Managed an EMEA book of business of USD \$2-2.5M in ARR - achieved and exceeded renewal and up-sell targets

Customer Success Manager

Dufour

📅 2015 - 2017 📍 Amsterdam, Netherlands

Dufour is the leading Competitive Intelligence tool for Search Ads.

- Achieved 100% retention rate and restore the relationship for at-risk accounts
- Proactively managed customer relationships and lifetime value; drove the recurring revenue up by 25%
- Created strategic success plans for my client base that resulted in 100% customer outreach
- Negotiate renewal contracts with a combined retention rate of 102% of monthly reoccurring revenue
- Improved Customer Retention Rate from 65% to 78%

Sr. Customer Success Manager

Bernier

📅 2011 - 2015 📍 Amsterdam, Netherlands

Bernier is a leader in data-driven marketing and cloud-based marketing technology

- Joined the company as employee #7 and reported directly to the CEO
- Managed book of business with 250 clients and over \$2M ARR
- Converted 34% of all accounts into sales reference customers and surpassing team goals on a consistent basis

EDUCATION

Master of Sociology

University of Amsterdam

📅 2013 - 2014 📍 Amsterdam

Bachelor of Economics

University of Amsterdam

📅 2009 - 2012 📍 Amsterdam

SKILLS

CRM Salesforce NetSuite

MS Excel Hubspot Mailchimp

CI Tools SimilarWeb

STRENGTHS

Negotiation and presentation

Understanding negotiation dynamics and presenting information in a clear and effective way.

Research

Always prepared for the customer & his industry specifics

Customer Relationship

Always providing support to both prospective and existing customers.

LANGUAGES

English

Native



Dutch

Proficient



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Didier Musso



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Table of Contents Resume Template Ideas Tutorial

1. Understanding the eBook Resume Template Ideas Tutorial
 - The Rise of Digital Reading Resume Template Ideas Tutorial
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Ideas Tutorial
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Resume Template Ideas Tutorial
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Ideas Tutorial
 - Personalized Recommendations
 - Resume Template Ideas Tutorial User Reviews and Ratings
 - Resume Template Ideas Tutorial and Bestseller Lists

5. Accessing Resume Template Ideas Tutorial Free and Paid eBooks
 - Resume Template Ideas Tutorial Public Domain eBooks
 - Resume Template Ideas Tutorial eBook Subscription Services
 - Resume Template Ideas Tutorial Budget-Friendly Options
6. Navigating Resume Template Ideas Tutorial eBook Formats
 - ePub, PDF, MOBI, and More
 - Resume Template Ideas Tutorial Compatibility with Devices
 - Resume Template Ideas Tutorial Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Ideas Tutorial
 - Highlighting and Note-Taking Resume Template Ideas Tutorial
 - Interactive Elements Resume Template Ideas Tutorial
8. Staying Engaged with Resume Template Ideas Tutorial
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Ideas Tutorial
9. Balancing eBooks and Physical Books Resume Template Ideas Tutorial
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Ideas Tutorial
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Resume Template Ideas Tutorial
 - Setting Reading Goals Resume Template Ideas Tutorial
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Resume Template Ideas Tutorial
 - Fact-Checking eBook Content of Resume Template Ideas Tutorial
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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