

# 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



# Resume Template Ideas Tutorial

**M Carnoy**



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The Top Books of the Year Resume Template Ideas Tutorial The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous compelling novels captivating the hearts of readers worldwide. Lets delve into the realm of popular books, exploring the engaging narratives that have captivated audiences this year. The Must-Read : Colleen Hoover's "It Ends with Us" This poignant tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover masterfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed. Resume Template Ideas Tutorial : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This intriguing historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of captivating stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a masterful and thrilling novel that will keep you speculating until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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