

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

S Ashworth



Resume Template Ideas Tutorial:

This book delves into Resume Template Ideas Tutorial. Resume Template Ideas Tutorial is a vital topic that must be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Resume Template Ideas Tutorial, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Resume Template Ideas Tutorial
 - Chapter 2: Essential Elements of Resume Template Ideas Tutorial
 - Chapter 3: Resume Template Ideas Tutorial in Everyday Life
 - Chapter 4: Resume Template Ideas Tutorial in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, the author will provide an overview of Resume Template Ideas Tutorial. This chapter will explore what Resume Template Ideas Tutorial is, why Resume Template Ideas Tutorial is vital, and how to effectively learn about Resume Template Ideas Tutorial.
 3. In chapter 2, this book will delve into the foundational concepts of Resume Template Ideas Tutorial. The second chapter will elucidate the essential principles that must be understood to grasp Resume Template Ideas Tutorial in its entirety.
 4. In chapter 3, the author will examine the practical applications of Resume Template Ideas Tutorial in daily life. The third chapter will showcase real-world examples of how Resume Template Ideas Tutorial can be effectively utilized in everyday scenarios.
 5. In chapter 4, the author will scrutinize the relevance of Resume Template Ideas Tutorial in specific contexts. The fourth chapter will explore how Resume Template Ideas Tutorial is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Resume Template Ideas Tutorial. The final chapter will summarize the key points that have been discussed throughout the book.
- The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Resume Template Ideas Tutorial.

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