

John Aarts

Customer Success Manager

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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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Ying Liu



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Building the Looking-Glass Resume Larry Goldsmith,2014-01-10 Building the Looking Glass R sum is a r sum solutions book that shows you how to create the reflection of your job skills that can help you win the prized invitation to a job interview The book features the Jaazle R sum Template and Tutorial to guide you through the r sum building process so you can quickly and confidently create a professional looking r sum with powerful contents Building the Looking Glass R sum is for all job seekers from entry level to senior executives or those in career transition The book includes solutions to the most difficult r sum concerns questions and technical issues

The Graphic Designer's Guide to Portfolio Design Debbie Rose Myers,2011-11-03 This book is developed to provide students with everything they need to know to make the transition from design student to design professional It provides step by step instruction for creating professional portfolios both traditional and digital Interviewing tips sample resumes and cover letters and action verb lists help students prepare for their job search The second edition includes new sample portfolios robust case studies and updated information on digital portfolio trends and techniques

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Supervision Modules to Support Educators in Collaborative Teaching Kathryn L. Lubniewski,Debbie F. Cosgrove,Theresa Y. Robinson,2019-08-07 This handbook promotes ongoing teacher reflection and development in collaborative teaching contexts It offers 18 interactive modules for school leaders and supervisors to support teacher pairs and teams Modules cover problem solving collaboration diversity and evidence based practices [Peter Norton's Introduction to Computers Office 97 Tutorial with 3. 5 IBM Disk](#) Peter Norton,1998-01-05 Peter Norton s new Office 97 Tutorial helps students learn to create process and present information using Microsoft Office 97 Emphasizing hands on instruction this applications tutorial includes a student data disk to help students apply and practice the skills and techniques they learn in each lesson *Integrating Technology in the Classroom* ,1999 *ENC Focus* ,1994 **Goal Invention: The Mental Therapy, Sport, and Hobby** Russel Alden Arlotta,2022-03-24 A reader interactive hardcover textbook that instructs The Cycle Case Number Goal Invention System a system which promotes goal invention Study the system chapter by chapter and perform the mental therapy sport and hobby of goal invention as you become the co author of this textbook This reader interactive textbook Goal Invention The Mental Therapy Sport and Hobby is structured in two halves The first half of this textbook instructs The Cycle Case Number Goal Invention System The second half of the textbook contains the reader interactive Goal Invention Workbook entitled The 10 Cycle Goal Invention Journey The 10 Cycle Goal Invention Journey is the preformatted workbook section for you to perform goal invention as a mental therapy sport and hobby while using the systematic procedures of The Cycle Case Number Goal Invention System In Goal Invention the Mental Therapy Sport and Hobby you perform the cycle case number goal invention

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