

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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Julian Ford



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Command the Whistle: Leadership, Organization, and Respect in High School Coaching Steven Lapham, 2025-10-01 Looking to coach high school sports Looking to improve your coaching at any level With over 40 years of coaching experience including multiple league and state championships Coach Steve Lapham breaks down the season from tryouts to banquet celebration Learn from experience with real life coaching stories some funny and positive and others to learn from and not make that mistake as a coach Coach Lapham prides his success as a coach due to the development of the team culture and the life lessons taught at every training session Learn how to organize your season with strategy and skill development but also with mental preparation to be peaking at playoffs Learn to be organized and how to communicate with players parents and coaching staff This guide is filled with examples of letters schedules practice plans and effective coaching strategies A must have for your coaching bag to utilize as a resource all season long [Field & Stream](#), 1980-06 FIELD STREAM America's largest outdoor sports magazine celebrates the outdoor experience with great stories compelling photography and sound advice while honoring the traditions hunters and fishermen have passed down for generations

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the innovative prowess of their organization Instructors outlines lecture slides and a test bank round out the ancillary online resources for this title **Analyzing Mobile Apps Using Smart Assessment Methodology** Riskhan, Basheer,Hussain, Khalid,Safuan, Halawati Abd Jalil,2025-07-09 In today s digital landscape mobile applications play a role in personal and business operations making their security and performance critical Smart assessment methodology offers a structured and intelligent approach to analyzing mobile apps combining techniques to identify vulnerabilities performance issues and compliance issues Unlike traditional testing methods this intelligent framework adapts to evolving threats and application environments providing deeper insights into app functions data practices and user interactions By implementing smart assessment methodology developers and security professionals can enhance app reliability optimize user experience and ensure adherence to privacy and security standards while reducing overall risks Analyzing Mobile Apps Using Smart Assessment Methodology examines how assessment methodology can be applied to analyze mobile applications for security vulnerabilities performance issues and compliance with industry standards It explores the integration of intelligent techniques to provide a comprehensive and adaptive evaluation of mobile app behavior and risks This book covers topics such as cloud computing gamification and smart technology and is a useful resource for engineers educators academicians researchers and scientists **Egg Dance - Surviving Application Theater & Getting Any Job** Simone Janson,2025-11-17 Also in the 3rd revised and improved edition published by a government funded publisher involved in EU programs and a partner of the Federal Ministry of Education you receive the concentrated expertise of renowned experts overview in the book preview embedded in an integrated knowledge system with premium content and 75% advantage At the same time you are doing good and supporting sustainable projects Because a job interview demands more than good answers The application process can be challenging but with the right strategies you can navigate interviews confidently and leave a lasting impression This book offers valuable advice on presenting yourself authentically and avoiding pitfalls Learn how to strike the perfect balance between confidence and professionalism through thorough preparation Knowledge that makes a difference independently documented by its own Wikipedia entry With its information on demand concept the publishing house has been successful for over 20 years and has received numerous awards So when you buy the book you are also doing good The publisher is financially and personally committed to socially relevant projects such as tree planting campaigns scholarship foundations sustainable living and many other innovative ideas The goal of providing you with the best possible content on topics such as career finance management recruiting or psychology goes far beyond the static nature of traditional books The interactive book not only imparts expert knowledge but also allows you to ask individual questions and receive personal advice In doing so expertise and technical innovation go hand in hand as we take the responsibility of delivering well researched and reliable content as well as the trust you place in us very seriously Therefore all texts are written by experts in their field Only for better accessibility of information do we rely on AI supported research results to a

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