

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



Resume Template Ideas Tutorial

Michael Hoelscher



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Building the Looking-Glass Resume Larry Goldsmith,2014-01-10 Building the Looking Glass Resume is a resume 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 Resume Template and Tutorial to guide you through the resume building process so you can quickly and confidently create a professional looking resume with powerful contents Building the Looking Glass Resume is for all job seekers from entry level to senior executives or those in career transition The book includes solutions to the most difficult resume 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 [Why Freelancing Rocks: The Coolest Job Ever](#) Steve Williams,2025-02-27 Step into the future of work with Why Freelancing Rocks your ultimate guide to thriving as a freelancer and scaling your business for long term success Whether you're just starting out or looking to elevate your career this book provides actionable strategies to help you identify your niche craft a standout portfolio and price your services for profitability Learn how to write proposals that win projects manage client expectations effectively and handle even the most challenging situations like late payments and difficult clients with confidence Discover practical tools for automating repetitive tasks saving time and staying productive while working remotely With tips on marketing yourself authentically without feeling salesy you'll attract high paying clients and build lasting relationships based on trust and professionalism As you grow explore ways to scale beyond one on one work by creating passive income streams expanding your service offerings and transitioning from solo freelancer to agency owner Packed with insights on balancing creativity with business acumen overcoming imposter syndrome and avoiding burnout this playbook empowers you to stay resilient in the ever evolving gig economy From streamlining workflows to leveraging social media for lead generation each chapter is designed to simplify the complexities of freelancing and set you up for sustainable growth Whether you're aiming to master client communication protect yourself legally or future proof your career Why Freelancing Rocks equips you with the systems mindset and strategies needed to succeed Let this guide transform your passion into profit helping you build not just a freelance career but a thriving scalable business that works on your terms

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