

# 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 \$2.25M 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 Returns

**Chris Guillebeau**

## **Resume Template Ideas Returns:**

Resumes for Re-entry C. Edward Good,1993 Helps re entry women write outstanding resumes and conduct an effective job search    Side Hustle Chris Guillebeau,2017-09-21 An ideal guide Financial Times From the New York Times bestselling author of The 100 Startup Chris Guillebeau comes this accessible guide to building a side business from scratch without having to give up your day job Fueling your passion alongside your primary job Guillebeau presents an ultimate 27 day plan to brainstorm choose implement launch and refine your side hustle while staying within budget Side Hustle presents an impactful manual for financial freedom in the modern age Much more than just making some extra cash it s about freedom and job security in today s unstable business environment That s because when you receive income from multiple different sources you are no longer dependent on the whims of a single employer It affords you choices and options Including chapters on Building an arsenal of ideas Preparing for liftoff Launching the right way Tracking progress and growing your business With inspiring stories and practical exercises this is all you need to unlock your journey toward a stable and fulfilling work life balance    **Resume Writing Made Easy** Lola M. Coxford,Lola Brown,1982 B KEY BENEFIT Practical user friendly and timely this how to text workbook offers clear step by step instructions for developing a strong effective resume Using clear simple worksheets and a variety of sample resumes it walks readers in an easy to follow manner through successive steps of writing resumes for a variety of worker levels and situations e g entry level resumes moving up resumes transition resumes and special purpose resumes Exceptionally up to date in focus it explains what today s employers want to see in a resume and what they shouldn t see and how to use Internet resources for job searching and resume posting

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 system and become the Author of this book You are The Cycle Case Number Goal Invention System Author    **Electronic Resumes & Online Networking** Rebecca Smith,2000 The ways in which job hunters can market their resumes and advertise their talents have grown immensely with the advent of the Internet This second edition of Electronic Resumes and Online Networking shows hot to become Internet savvy to gather information find the right job and submit a resume online    Transforming Writing Instruction in the Digital Age Thomas

DeVere Wolsey,Dana L. Grisham,2012-04-26 An innovative practical guide for middle and high school teachers this book is packed with specific ways that technology can help serve the goals of effective writing instruction It provides ready to implement strategies for teaching students to compose and edit written work electronically conduct Internet inquiry create blogs websites and podcasts and use text messaging and Twitter productively The book is grounded in state of the art research on the writing process and the role of writing in content area learning Teacher friendly features include vivid classroom examples differentiation tips links to online resources and reproducible worksheets and forms The large size format facilitates photocopying

*Proceedings of the ... Symposium on Operating Systems Design and Implementation (OSDI ...)* ,1996

*Macworld* ,1990

*Proceedings of the Second Symposium on Operating Systems Design and Implementation (OSDI '96)* ,1996

*America's 101 Fastest Growing Jobs* J. Michael Farr,2004-08 Readers can identify and explore the careers in high demand plus get proven job search advice in this fully updated book by America s premier career and job search author

*America's Top Jobs for People Without College Degrees* J. Michael Farr,1998-05 Contains the most up to date information on growth earnings and trends in major industries providing more than 100 thorough job descriptions Special sections discuss career planning and job search techniques Also includes an appendix with jobs grouped by education and training required

**Adweek** ,2002 Vols for 1981 include four special directory issues

**Ten Steps to a Federal Job**

Kathryn K. Troutman,2002 Identify the federal job titles that match your skills

**America's Top White-collar Jobs** J. Michael Farr,2001 White collar fields offer many opportunities for people at all levels of education and training Some jobs in these large rapidly growing areas require advanced education or substantial experience but many others do not For example many sales jobs have unlimited earnings yet do not need lengthy training for entry These and many other occupations 110 in all are described in this book

**America's Top Jobs for College Graduates** J. Michael Farr,2001 In a quick and easy to read style this book pinpoints the top 112 jobs with the greatest potential largest number of openings and fastest growth Each position requires at least a four year degree Includes career planning and job search advice

**America's Top Jobs for People Without a Four-year Degree** J. Michael Farr,2000-07 Contains the most up to date information on growth earnings and trends in major industries providing more than 100 thorough job descriptions Special sections discuss career planning and job search techniques Also includes an appendix with jobs grouped by education and training required

**Resumes that Mean Business** David R. Eyler,1990 Guide to writing resumes Includes 75 annotated resumes with the features employers like best and word processing tips

**THE BIG BOOK OF JOBS 2012-2013** McGraw Hill,2011-08-12 Up to date authoritative job information from the most trusted source the U S Department of Labor Does your resume tell employers what they really need to know Which fields are showing the most growth opportunity What is a realistic salary for the job you want Whether you ve recently earned a degree decided to change careers or reentered the workforce after an extended absence is the guide you need to make the right decisions the first time around The Job Seekers Guide provides expert advice

on Choosing a career path Building career management skills Researching careers in the information age Writing effective cover letters and polished resumes The Occupational Outlook Handbook offers the latest statistics on Working conditions Employment trends and outlooks Training qualifications and advancement Salary ranges

**Occupational Outlook Handbook 2011-2012** U.S. Department of Labor, 2011-06-03 The most comprehensive up to date resource available for choosing the career that's right for you When making a decision about your career path it is crucial that you consider any aspect of a job that will affect your future your sense of fulfillment and your bottom line With current statistics from the number one source of job data in America the U.S. Department of Labor the Occupational Outlook Handbook 2011 2012 is your best choice for researching careers whether you're looking for your first job or contemplating a career change From able seaman to zoologist you'll get vital information about more than 250 occupations including Nature of the work and working conditions Earnings Training qualifications and advancement Job outlook With its vast amount of practical up to date information the Occupational Outlook Handbook is an essential tool for making informed intelligent decisions about your future Did you know Training at a vocational school college or university is increasingly important for getting a job as a travel agent A physician assistant's working conditions can vary from regular hours in an office setting to long periods of standing in an operating room Accountants and auditors budget officers credit analysts loan officers and underwriters have training and skills similar to those of financial managers Boilermakers often use potentially dangerous equipment such as acetylene torches and power grinders handle heavy parts and work on ladders or on top of large vessels

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Lauri Miller, 1991 Graphic artists and fine artists looking for new marketing opportunities will find 2 500 buyers of all types of art in the new edition of Artist's Market Handy geographic indexes are included to help artists tap their local markets and articles and interviews with successful professionals give artists the tips they need to succeed in the art world

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