

# Aprile Sheiman

Client Executive

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## Profile

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### Details

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A dynamic and results-driven Client Executive with 5 years of experience in cultivating strong client relationships, identifying business opportunities, and delivering tailored solutions to drive growth and success. Adept at managing key accounts, collaborating with cross-functional teams, and ensuring customer satisfaction. Demonstrates excellent communication, strategic thinking, and problem-solving skills, with a proven track record of consistently meeting and exceeding targets.

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## Employment History

### Client Executive at IBM, NY

Feb 2023 - Present

- Secured a \$10 million contract with a Fortune 500 company, resulting in a 15% increase in annual revenue for IBM's New York branch.
- Implemented a new client onboarding process that improved efficiency by 25%, reducing the average onboarding time from 8 weeks to 6 weeks.
- Successfully upsold IBM's cloud computing services to 30 existing clients, generating an additional \$4 million in revenue within a single fiscal year.
- Developed and maintained strong relationships with key decision-makers at 20 major clients, leading to a 95% client retention rate and a 10% increase in referral business.

### Associate Client Executive at Deloitte, NY

Aug 2018 - Dec 2022

- Secured a \$3 million contract with a Fortune 500 company by leading a team of 5 consultants in developing and presenting a comprehensive digital transformation strategy, resulting in a 20% increase in client revenue and a 15% reduction in operational costs.
  - Managed a complex, 18-month project with a budget of \$1.5 million to help a leading financial services firm streamline their business processes and implement new technology solutions, ultimately increasing efficiency by 30% and reducing manual labor hours by 25%.
  - Played a key role in expanding Deloitte's market share within the retail sector by identifying and closing deals worth over \$2 million, contributing to a 10% growth in the company's overall revenue within that industry.
  - Spearheaded the development and implementation of an innovative client onboarding process that reduced the time required to onboard new clients by 50%, while also increasing client satisfaction rates by 20%.
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## Education

Master of Business Administration in Client Relations at Columbia Business School, New York, NY