

Kevin Chansky

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SKILLS

Account Management

- Experienced in managing full post-sale relationships including onboarding, upsells, renewals, and time-sensitive technical troubleshooting.

Solution Selling

- Pioneered advanced sales techniques that helped teams move from cold outreach to data-informed relationship building.
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EXPERIENCE

Return Path, New York, New York

February 2018 - Present

Strategic Customer Success Manager

- Responsible for renewals and upsells of Strategic clients, actively managing 45 accounts totaling over \$5m in Annual Recurring Revenue.
- 100% to plan 3 consecutive quarters (Q3 '18-Q1 '19)
- Chosen by Chief Client Officer to redesign the Annual Business Review methodology. Created collateral and talk track that is now utilized by 15 North American reps.

Jun Group, New York, New York

July 2017 - December 2017

Associate, Publisher Strategy

- Expanded existing book of business by 50%, adding \$150k in additional revenue.
- Added 3 new logo clients within 3 months, totaling \$300k in new revenue.

Brandwatch, New York, New York

November 2014 - July 2017

Enterprise Account Executive

- Promoted to Enterprise team, becoming the first North American rep to earn a promotion.
- Managed all post-sale customer success, renewing 10 clients at an average deal size of \$100k Annual Contract Value.
- Sold 142% of quota during first quarter in a closing role.

Business Development Representative

- Built the company's first social selling program, engineering a tracking system through social media to identify new sales leads, resulting in \$5.5 million in new revenue opportunity.
 - Selected by EVP and CMO to redesign inbound sales process. Created the Global structure for customer outreach, tracking mid-funnel activity, and reporting sales metrics to executive teams.
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EDUCATION

Bachelor of Arts in International Affairs, 2012
University of Colorado-Boulder

AFFILIATIONS

Big Brothers Big Sisters NYC
Kappa Sigma Fraternity