

# LINDA HORN

## CONTACT

(704) 301 4002



[lindahorn102@gmail.com](mailto:lindahorn102@gmail.com)



535 East 87<sup>th</sup> St  
New York, NY 10128



[Linkedin.com/in/lhorn102](https://www.linkedin.com/in/lhorn102)



## PROFILE

Driven and client-focused professional with excellent account growth, research, and project management skills. Effective at building relationships, managing multiple projects and deadlines, and achieving business objectives. Dedicated to high-touch, high-growth businesses.

## EDUCATION

### **Bachelor of Arts / Writing Seminars and Spanish**

*Johns Hopkins University  
Baltimore, MD, May 2018  
GPA 3.93*

### **Spanish Language Program**

*Universidad Carlos III  
Madrid, Spain, Spring 2017*

## SKILLS

Account Management

Communications

Organization and prioritization

Research & Market Mapping

LinkedIn Sales Navigator

Fluent in Spanish

MS Office and Adobe Suites

## AWARDS

AlphaTrack Advanced Associates Program / 2019

Phi Beta Kappa / 2018

Writing & Spanish Departmental Honors / 2018

Dean's List of Krieger School of Arts and Sciences/ All Semesters

## PROFESSIONAL EXPERIENCE

### **CLIENT SERVICES ASSOCIATE**

*AlphaSights / New York, NY / September 2018 - Present*

- Act as a connection point between key industry executives and institutional investor clients
- Deliver superior client services and work with a team to manage and grow a \$5 million book of business
- Independently manage workflow for over 40 client projects per month across verticals with tight deadlines
- Developed a new best-practice template for account communication, fostering rapport, retention, and satisfaction
- Solve complex business problems through market research, negotiation, sales, and personally generated \$500k in revenue

### **Madrid Program Coordinator**

*JHU Study Abroad / Baltimore, MD / January 2017 - May 2018*

- Work with officials from Universidad Carlos III to coordinate and advertise Madrid Program
- Plan and execute information sessions and presentations

### **Public Relations Intern**

*Wray Ward / Charlotte, NC / June 2017 - August 2017*

- Developed original content for blogs, press releases, product information, and social posts for a variety of clients
- Collaborated with a team of interns to create an integrated campaign for client presentation