

Daryl Zeng

Account Manager

San Francisco, CA | [LinkedIn](#)

Account Manager at Bloomberg LP with 4 years in client-facing finance roles, managing a \$20M product book across 650 clients and closing \$400K+ in net-new and expansion ARR last year.

EXPERIENCE

Financial Analyst
Bloomberg LP

Sep 2022 — Apr 2025
San Francisco, CA

Manages relationships across 650 clients at 80 firms spanning family offices, asset managers, and RIAs, overseeing a \$20M product book. Closed \$400K+ in net-new and expansion ARR while tracking at 78% of a \$500K annual quota, ranking in the top third of the team. Delivered 20 assists supporting approximately \$700K in influenced revenue and protected recurring revenue through 6 saves on at-risk accounts.

Independent Trader
Self-Employed

Jul 2020 — Dec 2023
Remote

Constructed and managed a self-directed portfolio ranging from \$50K to \$250K end to end. Used quantitative models to size positions and manage risk across high-volatility assets while operating fully autonomously.

Founder
Sneaker Resale Business

Jan 2017 — Dec 2021
Remote

Founded and ran a resale business generating \$100K+ in revenue across 1,000+ units at approximately 50% average margins. Sourced high-demand inventory and negotiated buy and sell pricing across online marketplaces.

EDUCATION

University of California, San Diego
Bachelor of Arts in Economics, Minor in Cognitive Science

Sep 2017 — Jun 2021

SKILLS

Full-Cycle Account Management · Net-New & Expansion ARR · Renewals & Retention · Pipeline Management · Forecasting · Quota Attainment · Consultative Selling · Technical Selling · Multi-Stakeholder Engagement · C-Suite Engagement · QBRs · Wealth & Asset Management Coverage · Family Offices · RIAs · Python · Bloomberg Terminal · Bloomberg Query Language · Excel · SQL · LLM-Assisted Workflows · Salesforce · LinkedIn Sales Navigator