

RAYMOND SIERRA

NY, USA • raymonds@email.com • (222) 222-222

PROFILE SUMMARY

Experienced and results-oriented account manager with a proven track record of building and maintaining strong client relationships. Skilled in understanding client needs, developing strategic account plans, and exceeding sales targets. Strong communication and negotiation skills with a passion for delivering exceptional customer service.

EDUCATION

BA Business Administration
University of Business Studies

May 20XX

RELEVANT COURSEWORK

Strategic Management | Financial Analysis and Reporting | Operations Management | Marketing Strategy | Organizational Behavior | Business Ethics and Corporate Social Responsibility

PROFESSIONAL EXPERIENCE

XYZ Company – Senior Account Manager

Jan 20XX – Present

- Supported the marketing team in developing and implementing marketing campaigns for clients.
- Assisted in creating content for social media platforms, email newsletters, and promotional materials.
- Conducted market research and analysis to identify target demographics and consumer preferences.

ABC Corporation – Account Executive

May 20XX – Dec 20XX

- Established 25 online marketing promotions, advertising, and sponsorships.
- Interviewed 15 staff and evaluated operating systems, sales plans, and schedules.
- Coordinated services for events, including facilities, catering, displays, and printing.

DEF Solutions – Sales Representative

Jun 20XX – Jan 20XX

- Identified and pursued new business opportunities in the assigned territory.
- Conducted product demonstrations and presentations to prospects.
- Built and maintained relationships with clients through regular communication and follow-up.

TECHNICAL SKILLS

Account Management | Sales Strategy/Development | Client Relationship Management | Contract Negotiation
CRM Software | Market Research and Analysis

PROJECT EXPERIENCE

GBH Company - Account Expansion Project

Feb 20XX – March 20XX

- Led a cross-functional team in identifying and prioritizing key accounts for expansion efforts.
- Developed customized account expansion strategies tailored to each client's needs and objectives.

HONORS & AWARDS

Outstanding Leadership Award

April 20XX

- Recognized for exemplary leadership skills and contributions to the university community.

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- [Skills to Put on a Resume](#)
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Best regards,

My Resume Templates Team

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