

Eduardo Guillen

San Antonio, Texas, United States



eguillen2305@gmail.com



(210)260-4910



[linkedin.com/in/eguillen2305](https://www.linkedin.com/in/eguillen2305)



<https://github.com/eguillen2305>

Summary

- Experienced Account Manager with 3+ years in B2B sales ranging from small businesses to enterprise-level accounts
- Trained and experienced in Javascript, HTML, CSS, JQuery, Node.js, SQL and React.js
- Johns Hopkins MBA student 2023

Experience



Strategic Account Manager

Tessco Technologies

Feb 2019 - Present (1 year 9 months +)

Cultivate customer relationships in an assigned portfolio of strategic and enterprise accounts to drive incremental growth through solution selling. Target and create new customer opportunities by identifying key decision-makers, executing a strategic account plan, and successfully positioning the Tessco value proposition.



Account Manager

BCS ProSoft

Aug 2017 - Feb 2019 (1 year 7 months)

Account Manager for BCS ProSoft, a technology consulting firm that specializes in Enterprise Resource Planning (ERP) solutions software for small and mid-sized companies. I advised and helped our existing Sage 100 ERP and Sage HRMS clients to run their businesses better by connecting them with the tools and resources needed to make proactive business decisions based on sound business intelligence.

Education



The Johns Hopkins University - Carey Business School

Master of Business Administration - MBA, Organizational Leadership

2020 - 2023



The University of Texas at San Antonio

Full-Stack Web Development (UTSA School of Data Science)

2020 - 2020

JavaScript, jQuery, Node.js, Express, HTML5/CSS3, Bootstrap, Foundation by Zurb, Git, Responsive Design, API/JSON, RESTful API, Firebase, MySQL and Ajax.



The University of Texas at San Antonio

Bachelor of Business Administration (B.B.A.), Marketing

2012 - 2017