

EDUARDO GUILLEN

San Antonio, Texas

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Portfolio: <https://github.com/eguillen2305>

SUMMARY

Trilingual Full Stack Web Developer with a background in Sales and life-long dedication to learning. Effective at combining creativity and problem solving to develop user-friendly applications.

TECHNICAL SKILLS

Languages: HTML5, CSS3, Javascript, JQuery, Bootstrap, Firebase, Node Js, MySQL, MongoDB, Express, Handelbars.js & ReactJS

PROJECTS

Traveling During COVID-19 | [Link to Github](#) | [Link to Deployed Project](#) [always write out link address]

- Short summary of project (1-2 lines)
- Your core responsibilities in project (1-2 lines)
- Tools / languages used

EXPERIENCE

Strategic Account Manager

February 2019 – Present

TESSCO Technologies

San Antonio, TX

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.

Key Accomplishments:

- Promoted within 8 months to Strategic Account Manager
- 3 consecutive quarters overachieving sales quota
- Averaged \$2 million in sales a year

Account Manager

August 2017 - February 2019

BCS ProSoft

San Antonio, TX

Account Manager at BCS ProSoft, a technology consulting firm that specializes in Enterprise Resource Planning (ERP) solutions software for small and mid-sized companies. Advised and consulted existing 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

Key Accomplishments:

- Promoted from BDR to Account Manager in one year
- Wide ERP experience including NetSuite, Sage and HRMS
- International Customers

EDUCATION

Certificate of Web Development

University of Texas at San Antonio

A 24-week intensive program focused on gaining technical programming skills in

Bachelor of Business Administration Marketing

The University of Texas at San Antonio, San Antonio TX December 2017

Chilean Economics and Business

Universidad De Los Andes(Chile, South America) July 2017