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Raymond Ortiz

Account Executive

Seasoned account executive with a strong business administration, marketing, and finance education from prestigious universities. Proven record in managing client relationships, exceeding sales targets, and coordinating with internal teams at global companies. Proficient in CRM software, financial forecasting, and analysis, with certifications from leading sales associations.

Location

Detroit, MI 12345

Phone

(123) 456-7890

Email

email@example.com

Website

LinkedIn

Education

University of Pennsylvania,
Philadelphia, PA
May 2018 - August 2018
Master of Business Administration
Finance

Stanford University, Stanford, CA
May 2017 - August 2017
Master's Degree Marketing

Harvard University, Cambridge, MA
May 2011 - August 2015
Bachelor's Degree Business
Administration

Key Skills

- Contract negotiations
- Cross-team coordination
- Customer relationship management
- Financial forecasting and analysis
- Revenue and profit growth

Professional Experience

Senior Account Executive, Procter & Gamble | Cincinnati, OH
June 2017 - Present

- Managed a portfolio of over 50 clients, maintaining a 95% satisfaction rate
- Exceeded sales goals by 20% in the last fiscal year, contributing significantly to team's overall success
- Coordinated with internal teams to quickly resolve account issues, decreasing client complaints by 30%

Account Manager, Unilever | Englewood Cliffs, NJ
May 2015 - June 2017

- Maintained and strengthened relationships with over 30 clients, increasing account retention by 15%
- Exceeded sales goals by 10% each quarter
- Coordinated with product and marketing teams to launch five products, leading to a 20% sales gain

Professional Development

Certified Inside Sales Professional (CISP) | American Association of Inside Sales Professionals

Certified Professional Sales Person (CPSP) | National Association of Sales Professionals

Certified Sales Executive (CSE) | Sales and Marketing Executives International