







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.

CONTACT

-  (123) 456-7890
-  email@example.com
-  LinkedIn | Portfolio
-  Detroit, MI 12345

KEY SKILLS

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

EDUCATION

Master of Business Administration – Finance
University of Pennsylvania, Philadelphia, PA,
2018

Master's Degree – Marketing
Stanford University, Stanford, CA, 2017

Bachelor's Degree – Business
Administration
Harvard University, Cambridge, MA, 2015

PROFESSIONAL EXPERIENCE

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