

# RAYMOND SIERRA

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## PROFILE SUMMARY

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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

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**BA Business Administration**  
*University of Business Studies*

May 20XX

## RELEVANT COURSEWORK

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

## PROFESSIONAL EXPERIENCE

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**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

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

## PROJECT EXPERIENCE

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**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

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**Outstanding Leadership Award**

April 20XX

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

## Dear Job Seeker,

If you're having difficulty composing your resume, here are some free resources available that can assist you in creating a strong resume that highlights your suitability for the position to potential employers:

- [How to Make a Good Resume](#)
- [Skills to Put on a Resume](#)
- [Resume Objective Examples](#)

Also, discover other free downloadable and ready-to-fill CV templates in Word format:

- [Basic Resume Templates](#)
- [Modern Resume Templates](#)
- [Creative Resume Templates](#)
- [Professional Resume Templates](#)
- [Europass CV](#)

Best regards,

*My Resume Templates Team*

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