# SELENA RAMIREZ

A Corporate Trainer with eight years of experience specializing in hospitality management, program development, curriculum design, and e-learning. A strong history of developing and implementing quality training programs to enhance customer service delivery.

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## PROFESSIONAL EXPERIENCE

#### TRAINER

Hilton Hotels, New York, NY June 2016 – Present

- Design, develop, and implement training curriculum for a premiere hotel chain, deliver seminars to over 150+ managers and team members on customer service best practices and standards, resulting in a 30% increase in guest satisfaction scores
- Conduct comprehensive audits of performance data, design training programs to improve upselling and rewards memberships, and increase enrollments by up to 20%
- Create courses and training curriculum for team members pursuing leadership and management opportunities within the organization

### TRAINER

Hotel Marriot, New York, NY July 2013 – June 2016

- Delivered comprehensive training seminars for over 80+ new hires on booking software, company POS, customer service standards, and guest relations
- Provided training to hotel managers on operations management approaches and employee engagement programs to maximize operational performance

#### **EDUCATION**

Bachelor of Science (B.S.) Business Administration University of Syracuse, New York, NY September 2009 - May 2013

#### **KEY SKILLS**

- Hospitality Management
- Adult Learning
- Curriculum Design
- Staff Development
- Program Development

#### CERTIFICATIONS

 Certified Professional in Training Management (CPTM), 2013