# Adam Smith - Employee Profile

\*\*Full Name:\*\* Adam Smith   
\*\*Employee ID:\*\* 6635890S   
\*\*Address:\*\* 225 Bay St, San Francisco, CA 94107   
\*\*Phone Number:\*\* 415-876-3345   
\*\*Email:\*\* adam.smith@pixelproofy.com   
  
\*\*Emergency Contact:\*\*   
 - Name: Laura Smith   
 - Relationship: Sister   
 - Contact Number: 415-654-9987   
  
\*\*Department:\*\* Sales   
\*\*Position/Job Title:\*\* Senior Sales Executive   
\*\*Salary:\*\* $110,000.00 annually + Commission   
\*\*Start Date:\*\* 2022-09-10   
\*\*Employment Status:\*\* Full-time   
\*\*Manager/Supervisor:\*\* Diana Spencer   
  
\*\*Certifications:\*\*   
 - Sales Leadership Certification  
Enterprise Sales Strategy   
  
\*\*Training History:\*\*   
 - Advanced Negotiation Techniques (2023)  
B2B Sales Mastery (2024)   
  
\*\*Project Assignments:\*\*   
 - Closed enterprise deals totaling $2.5M in revenue.  
Developed a new sales funnel strategy that improved conversion rates by 18%.  
Launched a customer retention initiative reducing churn by 12%.