


Nigel Baiden

Sales Representative

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 Milton Keynes, UK

Professional Summary

Ambitious and determined sales professional with 11 years of experience in target-driven environments. Proven track record of success in the software industry, with expertise in building client relationships and exceeding sales targets.

Professional Experience

Sales Executive

2012 - 2014

Unicom

Successfully increased sales by 20% through strategic client engagement and innovative sales techniques.

Senior Sales Consultant

2014 - 2017

ID Medical

Led a team to achieve a 30% increase in client acquisition, contributing to the company's growth in the healthcare sector.

Sales Manager

2017 - 2021

Pipedrive

Implemented new sales strategies that resulted in a 40% increase in annual revenue.

Regional Sales Director

2021 - Present

DPS Software

Driving regional sales growth by 25% through effective leadership and market expansion strategies.

Key Skills

Client Relationship
Management

Sales Strategy
Development

Market Analysis

Team Leadership

Negotiation

Education

Bachelor of Business Administration

University of Bedfordshire • 2011

Certifications

Certified Sales Professional (CSP)

Advanced Sales Management
Certification