

Sami Sakka

SALES REPRESENTATIVE

(847) 899-4743

samisakka24@gmail.com

Wesley Chapel, Florida 33534

After establishing a successful career in Life Insurance Sales at Amerilife, where I honed my skills in policy sales and client relations, I've come to realize that my true passion lies within tech sales. This epiphany stems from my keen interest in leveraging technology to enhance sales strategies and client engagement. With a solid foundation in sales and a genuine enthusiasm for tech solutions, I am eager to transition my expertise into the tech sales arena, confident in my ability to drive success and innovate in the Sales Tech position.

SKILLS

- **Technical Proficiency:** Understanding of the latest technologies, software, and tools that are relevant to the products or services you're selling.
- **Client Relationship Management:** Ability to build and maintain strong relationships with clients, understanding their needs, and advising them on suitable tech solutions.
- **Market Knowledge:** Awareness of the tech industry trends, competitive landscape, and how emerging technologies can impact various sectors
- **Adaptability:** The tech industry evolves rapidly; being able to adapt and learn new products or technologies quickly is crucial.
- **Collaboration:** Working effectively with cross-functional teams, including marketing, product development, and customer support, to ensure a cohesive customer journey.
- **Sales Expertise:** Strong grasp of sales techniques, such as prospecting, negotiation, closing strategies, and pipeline management, tailored to the tech industry.
- **Problem-Solving Skills:** Capacity to identify clients' challenges and propose effective tech solutions that address their specific needs.
- **Communication Skills:** Excellent verbal and written communication skills, with the ability to explain complex technical concepts in an understandable way to non-technical customers.
- **Analytical Skills:** Ability to analyze customer data, sales metrics, and market trends to inform sales strategies and decisions.
- **Customer Success Orientation:** Focusing on not just closing sales, but ensuring that customers achieve their desired outcomes with the tech solutions they purchase, leading to higher customer satisfaction and loyalty.

EXPERIENCE

LIFE INSURANCE AGENT

Amerilife

Wesley Chapel, FL
January 2023 - February 2024

- Obtained and provided information when claims were made on policy.
- Sold insurance policies to businesses and individuals on behalf of insurance companies, including automobile, fire, life, property, medical and dental insurance, and specialized policies, such as marine, farm/crop and medical malpractice.
- Performed administrative tasks, such as maintaining records and handling policy renewals.
- Calculated premiums and established payment method.
- Inspected property general condition, type of construction, age and other characteristics, to assess insurance risk.

EDUCATION

ASSOCIATE IN ARTS (A.A.) IN BUSINESS CANDIDATE

Expected graduation May 2024

Harper College, **Palatine IL**

CERTIFICATIONS

- Life insurance