Professional Summary

Results-driven sales leader with 12+ years of experience driving revenue growth, leading high-performing teams, and developing strategic partnerships. Proven track record of consistently exceeding sales targets and expanding market share in competitive industries.

Professional Experience

Senior Sales Director (SA09)

Inazuma.co | January 2020 - Present

Sales Manager (SA07)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 35% within 12 months through targeted account management and new business development
- Successfully led a team of 8 sales representatives, resulting in a 25% increase in team sales performance

Responsibilities:

- Developed and executed sales strategies to drive revenue growth
- Managed and mentored a team of sales professionals

Senior Sales Representative (SA05)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Consistently exceeded quarterly sales targets, earning 'Top Performer' awards for 6 consecutive quarters
- Established and maintained strong relationships with key clients, resulting in a 50% increase in repeat business

Responsibilities:

- Identified and pursued new sales opportunities through cold calling, networking, and referrals
- Collaborated with cross-functional teams to deliver tailored solutions to clients

Sales Representative (SA03)

Apex Marketing | January 2012 - February 2015

Key Achievements:

- Achieved a 200% increase in sales within the first 6 months, earning a promotion to Senior Sales Representative

- Developed and executed a social media marketing strategy, resulting in a 300% increase in brand engagement

Responsibilities:

- Generated new leads through telemarketing, email campaigns, and in-person meetings

- Provided exceptional customer service to ensure high client satisfaction

Education

Bachelor of Science in Business Administration
University of Michigan - Ann Arbor | December 2011

Technical Skills

Sales and Marketing:

- Sales Strategy Development

- Account Management

- Lead Generation

- CRM Software (Salesforce.com)

- Marketing Automation (Marketo)

Leadership and Management:

- Team Management

- Performance Coaching

- Change Management

- Strategic Planning

Communication and Collaboration:

- Public Speaking

- Presentation Design (PowerPoint, Keynote)

- Collaboration Tools (Slack, Microsoft Teams)

- Email Marketing (Mailchimp)