

Professional Summary

Results-driven sales leader with 10+ years of experience in driving strategic sales initiatives, leveraging competitive intelligence, and fostering customer success. Proven track record of consistently meeting and exceeding sales objectives, with a strong ability to work independently and collaboratively in fast-paced environments.

Professional Experience

Senior Sales Director (SA10)

Inazuma.co | January 2020 - Present

Sales Manager (SA7)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased regional sales by 35% within the first year through targeted market analysis and competitive intelligence.
- Developed and implemented a customer success program, resulting in a 25% increase in client retention.

Responsibilities:

- Managed a team of inside sales representatives, providing coaching and guidance to meet sales targets.
- Conducted market research to identify new business opportunities and expand the company's customer base.

Senior Sales Representative (SA5)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Consistently exceeded quarterly sales targets, earning 'Top Performer' awards for three consecutive years.
- Successfully onboarded and managed key accounts, ensuring high customer satisfaction ratings.

Responsibilities:

- Generated new business leads through cold calling, email campaigns, and networking events.
- Collaborated with the marketing team to develop targeted sales materials and campaigns.

Sales Representative (SA3)

Apex Industries | January 2012 - February 2015

Key Achievements:

- Rapidly progressed through the sales ranks, achieving 'Rookie of the Year' in the first year.
- Developed strong relationships with clients, resulting in a significant increase in repeat business.

Responsibilities:

- Engaged in outbound sales activities to acquire new customers and expand existing accounts.
- Participated in product training sessions to enhance knowledge and improve sales pitches.

Education

Technical Skills

Sales & Business Development:

- Inside Sales
- Customer Success
- Business Development
- Sales Strategy
- Competitive Intelligence

Software Proficiency:

- CRM (Salesforce.com)
- Microsoft Office Suite
- Google Workspace

Soft Skills:

- Leadership & Team Management
- Communication & Presentation
- Time Management & Organization
- Adaptability & Problem-Solving