

Professional Summary

Results-driven SA10 Sales Professional with 10+ years of experience in driving business growth, leading high-performing teams, and delivering exceptional customer experiences. Proven track record of success in strategic planning, sales management, and team leadership. Seeking a challenging role that leverages my skills to drive business excellence.

Professional Experience

Senior Sales Director

Inazuma.co | January 2018 - Present

Sales Manager

NovaTech Inc. | June 2015 - December 2017

Key Achievements:

- Increased sales revenue by 25% within 12 months through effective team management and strategic planning
- Developed and implemented a sales training program, resulting in a 30% improvement in team performance

Responsibilities:

- Managed a team of 8 sales representatives, providing guidance and support to achieve sales targets
- Analyzed market trends and competitor activity to inform sales strategies

Business Development Representative

Pinnacle Solutions | March 2012 - May 2015

Key Achievements:

- Generated \$1.2M in new business revenue within the first year, exceeding targets by 20%
- Built and maintained relationships with key decision-makers at Fortune 500 companies

Responsibilities:

- Identified and pursued new business opportunities through research, networking, and cold outreach
- Collaborated with the sales team to develop and deliver tailored pitches and proposals

Dance Instructor & Choreographer

DanceFusion Studio | September 2008 - February 2012

Key Achievements:

- Developed and taught dance curricula for students of all ages and skill levels
- Choreographed routines for local dance competitions and events, resulting in multiple awards

Responsibilities:

- Taught group and private dance classes, focusing on technique and performance quality
- Assisted with studio management, including scheduling and customer service

Education

Bachelor of Arts in Business Administration

University of California, Los Angeles (UCLA) | June 2008

Technical Skills

Productivity Software:

- Microsoft Office (Excel, Word, PowerPoint, Outlook)
- Windows

Sales & Customer Service:

- Sales Management
- Customer Experience
- Customer Service
- Business Development

Leadership & Team Management:

- Team Management
- Leadership
- Team Building
- Team Leadership
- Time Management

Communication & Presentation:

- Communication
- Presentations
- English

Dance & Choreography:

- Choreography
- Dance (Ballroom, Various Styles)