

Professional Summary

Results-driven sales leader with 10+ years of experience in driving business growth through strategic planning, team management, and innovative marketing strategies. Proven track record of exceeding targets and expanding customer bases in competitive markets.

Professional Experience

Senior Sales Director (SA12)

Inazuma.co | January 2020 - Present

Sales Manager (SA8)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 35% within the first year through targeted marketing campaigns and team leadership.
- Developed and executed a CRM strategy that enhanced customer engagement by 50%.

Responsibilities:

- Managed a team of 5 sales representatives, providing coaching and training to ensure sales targets were met.
- Conducted market research to identify new business opportunities and stay ahead of competitors.

Business Development Manager

Pulse Marketing Agency | March 2015 - May 2018

Key Achievements:

- Successfully launched 3 new product lines, resulting in a 25% increase in overall company revenue.
- Built and maintained strong relationships with key clients, leading to a 90% client retention rate.

Responsibilities:

- Developed and implemented business development strategies to drive growth and expand the client base.
- Collaborated with the marketing team to design and execute promotional campaigns.

Sales and Marketing Coordinator

StartUp Hub | January 2012 - February 2015

Key Achievements:

- Assisted in the development of a sales strategy that contributed to the company's successful seed funding round.
- Created engaging content that increased the company's social media following by 500%.

Responsibilities:

- Supported the sales team in lead generation and conversion.
- Coordinated marketing events and product launches.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Software:

- Microsoft Office
- Microsoft PowerPoint
- CRM Software

Business Skills:

- Team Management
- Sales
- Marketing Strategy
- Business Development
- Competitive Analysis
- Market Research

Soft Skills:

- Leadership
- Teamwork
- Training
- Customer Service

- Team Motivation