

Professional Summary

Results-driven Sales Professional with 10+ years of experience driving revenue growth, leading high-performing teams, and leveraging technology to enhance customer engagement. Proven track record of consistently meeting and exceeding sales targets, with expertise in Microsoft Office, Excel, and Social Media.

Professional Experience

Senior Sales Director (SA12)

Inazuma.co | January 2020 - Present

Sales Manager (SA9)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 25% within 12 months through targeted account management and new business development.
- Developed and implemented a sales training program, resulting in a 30% improvement in team sales performance.

Responsibilities:

- Managed a team of 8 sales representatives, providing coaching and guidance to ensure sales targets were met.
- Analyzed market trends and competitor activity to inform sales strategies.

Senior Sales Representative (SA6)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Consistently exceeded quarterly sales targets, earning 'Top Performer' awards for 6 consecutive quarters.
- Built 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 social media engagement.
- Collaborated with the marketing team to develop targeted sales campaigns.

Sales Representative (SA3)

Apex Sales Corp. | January 2012 - February 2015

Key Achievements:

- Rapidly progressed through the sales ranks, achieving 'Rookie of the Year' in 2012 and 'Most Improved' in 2013.
- Successfully onboarded and trained new sales team members, contributing to a 25% reduction in onboarding time.

Responsibilities:

- Generated new leads and followed up on existing opportunities to drive sales growth.
- Utilized CRM software to track sales activity and analyze customer interactions.

Education

Technical Skills

Productivity Software:

- Microsoft Office
- Microsoft Excel

Digital Marketing:

- Social Media