

Professional Summary

Results-driven sales leader with 10+ years of experience driving revenue growth, leading high-performing teams, and fostering strategic partnerships. Proven track record of consistently exceeding sales targets and expanding market share.

Professional Experience

Senior Sales Director (SA09)

Inazuma.co | January 2020 - Present

Sales Manager (SA07)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased regional sales by 35% within the first year through targeted account management and new business development.
- Successfully led a team of 5 sales representatives, resulting in a 25% increase in team sales performance.

Responsibilities:

- Managed a portfolio of key accounts, ensuring high customer satisfaction and retention.
- Developed and implemented sales strategies to penetrate new markets.

Senior Sales Representative (SA05)

Apex Solutions | March 2015 - May 2018

Key Achievements:

- Consistently exceeded quarterly sales targets, earning 'Top Performer' awards for 3 consecutive years.
- Expanded existing client relationships, resulting in a 50% increase in average deal size.

Responsibilities:

- Identified and pursued new sales opportunities through cold calling, networking, and referrals.
- Collaborated with the marketing team to develop targeted sales campaigns.

Sales Representative (SA03)

Pinnacle Corp. | August 2012 - February 2015

Key Achievements:

- Rapidly progressed through the sales ranks, achieving 'Rookie of the Year' in the first year.
- Successfully onboarded and managed a diverse client base, ensuring high customer satisfaction.

Responsibilities:

- Conducted product demonstrations and presentations to prospective clients.
- Maintained accurate sales records and reported to management on a weekly basis.

Education

Bachelor of Science in Business Administration

University of California, Berkeley | June 2012

Technical Skills

Sales & CRM:

- Salesforce.com
- HubSpot CRM
- Microsoft Dynamics

Communication & Collaboration:

- Microsoft Office Suite (Excel, Word, PowerPoint, Outlook)
- Google Workspace (Docs, Sheets, Slides, Gmail)
- Zoom and Skype for Business

Data Analysis:

- Tableau
- Power BI
- Basic SQL