

Professional Summary

Results-driven Sales Leader with 12+ years of experience in driving revenue growth, leading high-performing teams, and developing innovative marketing strategies. Proven track record of success in the HVAC industry, with expertise in Microsoft Excel, PowerPoint, and Marketing.

Professional Experience

Senior Sales Director (SA09)

Inazuma.co | January 2018 - Present

Sales Manager (SA07)

Climate Control Inc. | June 2015 - December 2017

Key Achievements:

- Increased sales revenue by 25% within 12 months through targeted marketing campaigns and strategic account management.
- Developed and implemented a sales training program, resulting in a 30% increase in team sales performance.

Responsibilities:

- Managed a team of 8 sales representatives, providing coaching and guidance to achieve sales targets.
- Conducted market research to identify new business opportunities and stay ahead of industry trends.

Senior Sales Representative (SA05)

HVAC Solutions Ltd. | March 2012 - May 2015

Key Achievements:

- Consistently exceeded monthly sales targets, earning 'Top Sales Performer' awards for 3 consecutive years.
- Built and maintained strong relationships with key clients, resulting in a 50% increase in repeat business.

Responsibilities:

- Generated new business leads through cold calling, networking, and referrals.
- Collaborated with the marketing team to develop targeted promotional materials.

Sales Representative (SA03)

Cooling Systems Corp. | August 2009 - February 2012

Key Achievements:

- Successfully launched a new product line, resulting in a 20% increase in quarterly sales.
- Developed a comprehensive understanding of the HVAC industry, including product knowledge and market trends.

Responsibilities:

- Responded to customer inquiries, providing product information and support.
- Assisted in the development of sales reports and market analysis.

Education

Bachelor of Science in Business Administration

University of Michigan | May 2009

Technical Skills

Productivity Software:

- Microsoft Excel (Advanced)
- PowerPoint (Intermediate)

Marketing Tools:

- Marketing Strategy Development
- Market Research and Analysis

Industry Knowledge:

- HVAC Systems and Solutions
- Sales and Account Management in the HVAC Sector