

Professional Summary

Results-driven Sales Leader with 12+ 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 (SA10)

Inazuma.co | January 2020 - Present

Sales Manager (SA7)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased regional sales by 35% within the first year, exceeding targets by 15%.
- Developed and implemented a sales training program, resulting in a 25% increase 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 (SA5)

Pulse Marketing | March 2015 - May 2018

Key Achievements:

- Consistently ranked among the top 3 sales performers, with a peak sales quarter of \$750,000.
- Successfully onboarded and managed a portfolio of 20 new clients, resulting in a 50% increase in client retention.

Responsibilities:

- Identified and pursued new business opportunities through networking and lead generation.
- Collaborated with the marketing team to develop targeted sales campaigns.

Sales Representative (SA3)

Apex Solutions | January 2012 - February 2015

Key Achievements:

- Exceeded quarterly sales targets by an average of 12%, contributing to team's overall success.
- Developed strong relationships with clients, resulting in a client satisfaction rating of 95%.

Responsibilities:

- Engaged with potential clients to understand their needs and provide tailored solutions.
- Participated in sales training and workshops to enhance skills and knowledge.

Education

Bachelor of Science in Business Administration

University of California, Berkeley | December 2011

Technical Skills

Sales & Marketing Tools:

- CRM Software (Salesforce, HubSpot)
- Marketing Automation Platforms (Marketo, Pardot)
- Sales Analytics and Reporting Tools

Communication & Collaboration:

- Microsoft Office Suite (Excel, Word, PowerPoint, Outlook)
- Google Workspace (Docs, Sheets, Slides, Gmail)
- Video Conferencing Tools (Zoom, Skype)

Data Analysis & Interpretation:

- Data Visualization Tools (Tableau, Power BI)
- Statistical Analysis Software (SPSS, R)
- SQL and Database Management