

Professional Summary

Results-driven, high-energy Business/Sales Manager with 12+ years of experience in driving sales growth, leading cross-functional teams, and developing strategic partnerships in the Software and Financial Services sectors. Proven track record of consistently meeting and exceeding targets, with a strong background in direct sales, management, and business development.

Professional Experience

Senior Vice President, Sales & Business Development (BA09)

Inazuma.co | January 2020 - Present

Director, Sales & Account Management

NexaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 35% within the first year through strategic account management and new business development.
- Developed and implemented a sales process that reduced the sales cycle by 30%.

Responsibilities:

- Led a team of account managers to drive sales growth and customer satisfaction.
- Identified and pursued new business opportunities through cold calling and networking.

Senior Sales Manager

FinServ Solutions | March 2015 - May 2018

Key Achievements:

- Consistently exceeded quarterly sales targets, with a peak achievement of 125% of target in Q2 2017.
- Successfully managed the launch of a new SaaS product, resulting in \$1.5 million in new revenue within the first six months.

Responsibilities:

- Managed a team of sales representatives, providing coaching and guidance to ensure sales success.
- Collaborated with the product development team to ensure alignment of sales strategies with product roadmaps.

Sales Manager

Cloud9 Software | January 2012 - February 2015

Key Achievements:

- Grew the sales team from 5 to 15 members, with a corresponding increase in sales revenue of 300%.
- Developed and executed a sales strategy that resulted in a 50% increase in new business acquisitions.

Responsibilities:

- Recruited, trained, and managed a high-performing sales team.
- Worked closely with the marketing team to develop targeted sales campaigns.

Sales Representative

StartUp Inc. | June 2010 - December 2011

Key Achievements:

- Consistently met or exceeded monthly sales targets, with a peak achievement of 150% of target in August 2011.
- Built strong relationships with key clients, resulting in a 90% client retention rate.

Responsibilities:

- Generated new business leads through cold calling and networking.
- Provided exceptional customer service to ensure high client satisfaction.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Sales & Business Development:

- Direct Sales
- Sales Management
- Account Management

- Business Development
- New Business Development

Software & Technology:

- Cloud Computing
- SaaS
- Software as a Service (SaaS)
- Salesforce.com

Strategy & Operations:

- Strategic Planning
- Strategy
- Sales Process
- Sales Operations

Industry Knowledge:

- Banking
- Financial Services
- B2B
- Retail