

Professional Summary

Results-driven, award-winning Sales Executive with 15+ years of experience in spearheading global sales and marketing initiatives, driving revenue growth, and delivering complex projects. Proven track record of success in strategic planning, team leadership, and client relationship management.

Professional Experience

Global Sales Director (SA09)

Inazuma.co | January 2020 - Present

Regional Sales Manager (SA07)

NovaTech Inc. | June 2015 - December 2019

Key Achievements:

- Increased regional sales by 35% within the first year through targeted marketing campaigns and strategic account management.
- Developed and implemented a sales training program, resulting in a 25% increase in team sales performance.

Responsibilities:

- Managed a team of 5 sales representatives, providing coaching and guidance to achieve sales targets.
- Analyzed market trends and competitor activity to inform sales strategies.

Senior Sales Representative (SA05)

Pinnacle Solutions | March 2012 - May 2015

Key Achievements:

- Consistently exceeded quarterly sales targets, earning 'Top Performer' awards for 3 consecutive years.
- Successfully onboarded and managed key client accounts, resulting in a 50% increase in repeat business.

Responsibilities:

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

Sales Representative (SA03)

Apex Marketing Group | August 2009 - February 2012

Key Achievements:

- Rapidly progressed through the sales ranks, achieving 'Rookie of the Year' in the first year.
- Developed strong relationships with clients, resulting in a 30% increase in referrals.

Responsibilities:

- Responded to customer inquiries, providing product information and resolving concerns.
- Participated in sales training programs to enhance product knowledge and sales skills.

Education

Bachelor of Science in Business Administration

University of Michigan | May 2009

Technical Skills

Sales and Marketing Tools:

- CRM (Salesforce.com)
- Marketing Automation (Marketo)
- Sales Analytics (Tableau)

Communication and Collaboration:

- Microsoft Office (Word, Excel, PowerPoint, Outlook)
- Google Workspace (Gmail, Google Drive, Google Docs)
- Video Conferencing (Zoom, Skype)

Data Analysis and Interpretation:

- Data Visualization (Power BI)
- Statistical Analysis (SPSS)
- Market Research (SurveyMonkey)