

Professional Summary

Results-driven Sales Executive with over 10 years of experience in driving business growth through innovative marketing strategies, team management, and customer-centric approach. Proven track record of achieving strong gains in sales, market analysis, and brand development.

Professional Experience

Senior Sales Director (SA09)

Inazuma.co | January 2020 - Present

Sales Manager (SA06)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 25% within the first year through targeted marketing campaigns.
- Successfully managed a team of 5 sales representatives, resulting in a 30% increase in team productivity.

Responsibilities:

- Developed and implemented sales strategies to penetrate new markets.
- Conducted market research to identify trends and opportunities.

Senior Sales Executive (SA04)

Pinnacle Marketing Solutions | March 2015 - May 2018

Key Achievements:

- Consistently exceeded quarterly sales targets, earning 'Top 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 social media.
- Collaborated with the marketing team to develop targeted advertising campaigns.

Sales Representative (SA02)

Apex Sales Corporation | January 2012 - February 2015

Key Achievements:

- Achieved a sales growth of 15% within the first 6 months, surpassing the company's average.
- Successfully onboarded and trained 3 new sales representatives.

Responsibilities:

- Managed a portfolio of existing clients, ensuring high customer satisfaction.
- Participated in trade shows and product launches to promote company offerings.

Education

Technical Skills

Sales & Marketing:

- Business Development
- Key Account Management
- Customer Satisfaction
- Marketing Strategy
- Account Management

Management & Leadership:

- Team Management
- Talent Acquisition
- Recruiting
- Project Management
- Strategic Planning

Digital & Online:

- CRM
- Online Marketing
- Digital Marketing
- Online Advertising
- SEO
- E-commerce

Analysis & Research:

- Market Research

- Competitive Analysis
- Business Analysis
- Market Planning

Communication & Events:

- Event Management
- Proposal Writing
- Marketing Communications
- Social Media Marketing