

Professional Summary

Results-driven sales leader with a proven track record of driving growth in competitive markets. Skilled in building lasting customer relationships, leveraging technical expertise, and crafting tailored solutions to meet diverse needs. Adept at navigating the intersection of technology and customer support to drive business success.

Professional Experience

Senior Sales Territory Manager (SA09)

Inazuma.co | January 2020 - Present

Sales Team Lead (SA07)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Achieved a 35% increase in sales revenue within the first year through targeted online marketing campaigns and enhanced customer support initiatives.
- Successfully mentored junior sales staff, resulting in a 25% increase in team sales performance.

Responsibilities:

- Managed a team of sales representatives to meet and exceed sales targets.
- Developed and executed sales strategies to expand the customer base.

Sales Representative (SA04)

Pulse Communications | March 2015 - May 2018

Key Achievements:

- Consistently ranked among the top 10% of sales performers, with a peak sales increase of 50% in a single quarter.
- Built and maintained a portfolio of over 200 clients, ensuring a customer retention rate of 95%.

Responsibilities:

- Identified and pursued new sales opportunities through cold calling and networking.
- Provided technical support and solutions to clients, enhancing customer satisfaction.

Marketing Coordinator

Apex Marketing Solutions | January 2013 - February 2015

Key Achievements:

- Collaborated on the development of a social media campaign that increased followers by 500% in 6 months.
- Assisted in the organization of trade show events, resulting in a 20% increase in lead generation.

Responsibilities:

- Assisted in the creation and implementation of marketing materials and campaigns.
- Coordinated event logistics and supported the sales team at trade shows.

Education

Bachelor of Science in Marketing

University of California, Berkeley

Technical Skills

Communication & Collaboration:

- Excellent Verbal and Written Communication
- Team Management and Leadership
- Customer Relationship Management (CRM) Software

Sales & Marketing:

- Sales Strategy Development
- Online Marketing (SEO, Social Media, Email)
- Market Analysis and Research

Technical Acumen:

- Mobile Communications Technology
- Basic Programming Skills (Python, JavaScript)
- Data Analysis Tools (Excel, Google Analytics)