

Professional Summary

Results-driven Sales Executive with 9+ years of experience in Strategy Planning, Business Development, Operations Management, Marketing, and Product Promotions. Proven track record of augmenting business, streamlining distribution networks, and promoting products for business excellence. Skilled in team building, management, and training, with a strong background in CRM, competitive analysis, and business strategy.

Professional Experience

Senior Sales Director (SA09)

Inazuma.co | January 2020 - Present

Sales Manager

Veloce Motors | June 2018 - December 2019

Key Achievements:

- Increased sales by 18% through effective territory management and strategic planning
- Developed and executed a sales training program, resulting in a 30% improvement in sales team performance

Responsibilities:

- Managed a team of 5 sales representatives
- Analyzed market trends and competitor activity to inform sales strategies

Business Development Manager

Pinnacle Automotive | March 2015 - May 2018

Key Achievements:

- Identified and secured new business opportunities, resulting in a 22% increase in revenue
- Collaborated with the marketing team to launch a successful product promotion campaign

Responsibilities:

- Conducted market research to identify new business opportunities
- Developed and maintained relationships with key clients and stakeholders

Sales Representative

Apex Sales Corporation | January 2012 - February 2015

Key Achievements:

- Consistently met or exceeded monthly sales targets, earning recognition as a top performer
- Provided exceptional customer service, resulting in a 95% customer retention rate

Responsibilities:

- Generated new leads and followed up with potential clients
- Maintained accurate records of sales activity and customer interactions

Education

Master of Business Administration (MBA) in Marketing
Harvard Business School | 2012

Technical Skills

Sales and Marketing:

- Sales Operations
- Sales Management
- Sales Process
- Marketing Strategy
- Product Development
- Competitive Analysis

Business and Management:

- Business Planning
- Business Strategy
- Team Building
- Management
- Training
- Team Management

Technology:

- CRM

Industry:

- Automotive
- Automobile