

Professional Summary

Results-driven Sales Executive with 27 years of experience in driving business growth, leading high-performing teams, and delivering strategic solutions across diverse industries including Office Automation, Telephone Information Services, Placement Services, IT & Communications, and Real Estate. Proven track record in building companies from scratch, reviving underperforming businesses, and consistently exceeding sales targets.

Professional Experience

Executive Vice President, Sales & Business Development (SA09)

Inazuma.co | January 2018 - Present

Vice President, Sales & Marketing

Pinnacle Real Estate Ventures | June 2015 - December 2017

Key Achievements:

- Increased sales revenue by 35% within the first year through targeted marketing campaigns and strategic partnerships.
- Successfully launched three new residential projects, resulting in a 50% increase in company portfolio.

Responsibilities:

- Developed and executed comprehensive sales and marketing strategies.
- Managed a team of sales and marketing professionals.

Director, Business Development

Apex IT Solutions | March 2012 - May 2015

Key Achievements:

- Identified and secured a major IT outsourcing contract with a Fortune 500 company, resulting in a 25% increase in annual revenue.
- Expanded the company's service offerings to include cloud computing solutions, attracting a new client base.

Responsibilities:

- Spearheaded business development initiatives across the IT sector.
- Built and maintained relationships with key clients and partners.

Senior Manager, Land Acquisition & Development

Provenance Real Estate Development | September 2008 - February 2012

Key Achievements:

- Acquired and developed a 500-acre residential project, resulting in a 300% return on investment.
- Negotiated favorable land deals, reducing acquisition costs by 20%.

Responsibilities:

- Identified and acquired strategic land parcels for development.
- Collaborated with architects and engineers on project design and planning.

Team Lead, Recruitment

Nova Placement Services | January 2005 - August 2008

Key Achievements:

- Consistently met or exceeded monthly recruitment targets, with a peak of 150% of target in Q2 2007.
- Developed and implemented a training program for new recruits, improving team performance by 25%.

Responsibilities:

- Managed a team of recruitment consultants.
- Built relationships with clients to understand recruitment needs.

Education

Technical Skills

Sales & Marketing:

- Negotiation
- Marketing Strategy
- Business Development
- Sales
- Marketing Communications

Real Estate & Development:

- Real Estate
- Real Estate Development
- Land Acquisition

- Property Management
- Real Estate Transactions

Leadership & Management:

- Team Management
- Strategic Planning
- Project Planning
- New Business Development

Investments & Finance:

- Investment Properties
- Investments
- Leases
- Investors