

Professional Summary

Results-driven SA12 Sales Professional with 12+ years of experience driving digital transformation for enterprises through strategic partnerships, innovative solutions, and exceptional client relationships. Proven track record of success in business strategy, product management, and sales operations, with a strong background in IT service management, telecommunications, and enterprise software.

Professional Experience

Senior Sales Director - Digital Transformation

Inazuma.co | January 2020 - Present

Sales Director - Enterprise Solutions

NexaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 35% within the first year through strategic account management and new business development.
- Developed and executed a go-to-market strategy for a new SaaS product, resulting in 50% market share within 6 months.

Responsibilities:

- Led a team of sales professionals in pursuing enterprise software deals.
- Collaborated with product management to align sales strategies with product roadmaps.

Senior Account Manager - Telecommunications

Pulse IT Solutions | March 2015 - May 2018

Key Achievements:

- Successfully managed a portfolio of 20 key accounts, ensuring a 95% client retention rate.
- Identified and pursued new sales opportunities, resulting in a 25% increase in annual sales.

Responsibilities:

- Provided strategic consulting to clients on IT service management and telecommunications solutions.
- Worked closely with the sales operations team to optimize sales processes.

Business Analyst - ERP Implementations

Apex Consulting Group | September 2012 - February 2015

Key Achievements:

- Played a crucial role in the successful implementation of ERP systems for 5 major clients, resulting in an average ROI of 30% within the first year.
- Conducted thorough business process analyses to identify areas for improvement and proposed effective solutions.

Responsibilities:

- Collaborated with clients to gather requirements and design ERP system architectures.
- Assisted in the development of project management plans and resource allocation strategies.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management
- Operations Management

Technical Skills

Business Strategy & Management:

- Strategy
- Business Strategy
- Business Analysis
- Business Process Improvement
- Business Process Management

Sales & Marketing:

- Sales
- Sales Management
- Sales Operations
- Marketing
- Product Marketing

IT & Technology:

- Solution Architecture
- IT Service Management
- Telecommunications
- ERP
- SaaS
- Enterprise Software

Data Analysis & Intelligence:

- Business Intelligence
- Competitive Analysis
- Requirements Analysis

Project & Account Management:

- Project Management
- Account Management
- Key Account Management
- Vendor Management
- Customer Relationship Management (CRM)