

## Professional Summary

Results-driven Sales Leader with 12+ years of experience in driving revenue growth, leading high-performing teams, and developing innovative marketing strategies. Proven track record of success in the HVAC industry, with expertise in Microsoft Excel, PowerPoint, and Marketing.

## Professional Experience

### Senior Sales Director (SA09)

Inazuma.co | January 2018 - Present

### Sales Manager (SA07)

Climate Control Inc. | June 2015 - December 2017

#### **Key Achievements:**

- Increased sales revenue by 25% within 12 months through targeted marketing campaigns and strategic account management.
- Developed and implemented a sales training program, resulting in a 30% increase in team sales performance.

#### **Responsibilities:**

- Managed a team of 8 sales representatives, providing coaching and guidance to achieve sales targets.
- Conducted market research to identify new business opportunities and stay ahead of industry trends.

### Senior Sales Representative (SA05)

HVAC Solutions Ltd. | March 2012 - May 2015

#### **Key Achievements:**

- Consistently exceeded monthly sales targets, earning 'Top Sales 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 referrals.
- Collaborated with the marketing team to develop targeted promotional materials.

## **Sales Representative (SA03)**

Cooling Systems Corp. | August 2009 - February 2012

### **Key Achievements:**

- Successfully launched a new product line, resulting in a 20% increase in quarterly sales.
- Developed a comprehensive understanding of the HVAC industry, including product knowledge and market trends.

### **Responsibilities:**

- Responded to customer inquiries, providing product information and support.
- Assisted in the development of sales reports and market analysis.

## **Education**

### **Bachelor of Science in Business Administration**

University of Michigan | May 2009

## **Technical Skills**

### **Productivity Software:**

- Microsoft Excel (Advanced)
- PowerPoint (Intermediate)

### **Marketing Tools:**

- Marketing Strategy Development
- Market Research and Analysis

### **Industry Knowledge:**

- HVAC Systems and Solutions
- Sales and Account Management in the HVAC Sector