

Professional Summary

Results-driven Head of Sales Strategy & Sales Operations with 15+ years of experience in driving business growth, leading cross-functional teams, and developing innovative sales strategies. Proven track record of success in the semiconductor and software industries, with expertise in product management, marketing, and business development.

Professional Experience

Head of Sales Strategy & Sales Operations (SA09)

Inazuma.co | January 2020 - Present

Director of Sales Strategy (SA07)

SalesLoft | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 25% through data-driven strategy development
- Improved sales process efficiency by 30% through operational enhancements

Responsibilities:

- Developed and executed sales strategies to drive revenue growth
- Collaborated with product and marketing teams to launch new products

Product Manager, Semiconductor Division

Intel Corporation | January 2015 - May 2018

Key Achievements:

- Launched a new product line, resulting in \$100M in annual revenue
- Improved product development cycle time by 40% through process improvements

Responsibilities:

- Managed product development and launch for semiconductor products
- Collaborated with cross-functional teams to drive business growth

Business Development Manager, Telecommunications

Cisco Systems | June 2012 - December 2014

Key Achievements:

- Identified and pursued new business opportunities, resulting in \$50M in new revenue

- Developed and executed go-to-market strategies for new product launches

Responsibilities:

- Identified and pursued new business opportunities in the telecommunications sector
- Collaborated with sales and marketing teams to drive revenue growth

Management Consultant

Accenture | January 2010 - May 2012

Key Achievements:

- Improved operational efficiency for a Fortune 500 client, resulting in \$10M in cost savings
- Developed and implemented process improvements for multiple clients

Responsibilities:

- Analyzed business operations and developed process improvements for clients
- Collaborated with clients to implement change management initiatives

Education

Bachelor of Science in Electrical Engineering

Massachusetts Institute of Technology (MIT)

Technical Skills

Strategy and Leadership:

- Strategy Development
- Leadership
- Cross-functional Team Leadership
- Entrepreneurship

Product and Marketing:

- Product Management
- Product Marketing
- Marketing Strategy
- Digital Marketing

Analytics and Operations:

- Analytics
- Business Process
- Program Management

- Project Planning

Sales and Business Development:

- Sales
- Business Development
- Solution Selling
- Go-to-market Strategy

Industry Expertise:

- Semiconductor Industry
- Telecommunications
- Enterprise Software
- SaaS

Soft Skills:

- Public Speaking
- Thought Leader
- Speech Writing
- Writing
- Integrated Marketing
- Demand Generation