

Professional Summary

Results-driven Sales Professional with 10+ years of experience driving revenue growth, leading cross-functional teams, and delivering exceptional customer service. Proven track record of success in market research, sales strategy development, and team leadership.

Professional Experience

Senior Sales Director (SA10)

Inazuma.co | January 2018 - Present

Sales Manager (SA7)

NovaTech Inc. | June 2015 - December 2017

Key Achievements:

- Increased sales revenue by 25% within the first year through effective team leadership and strategic planning.
- Developed and implemented a customer service program, resulting in a 30% increase in customer satisfaction ratings.

Responsibilities:

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

Senior Sales Representative (SA5)

Pulse Marketing | March 2012 - May 2015

Key Achievements:

- Consistently exceeded quarterly sales targets, earning the 'Top Sales Performer' award 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 sales campaigns.

Sales Representative (SA3)

Apex Sales Corp. | August 2009 - February 2012

Key Achievements:

- Successfully onboarded 20 new clients within the first 6 months, contributing to a 15% increase in company revenue.
- Developed and presented sales pitches to potential clients, resulting in a 25% conversion rate.

Responsibilities:

- Responded to customer inquiries, providing product information and resolving issues in a timely manner.
- Participated in sales training programs to enhance product knowledge and sales skills.

Education

Technical Skills

Sales:

- Sales Strategy Development
- Team Leadership
- Sales Forecasting
- Account Management

Customer Service:

- Customer Relationship Management
- Issue Resolution
- Customer Feedback Analysis

Market Research:

- Market Trend Analysis
- Competitor Analysis
- Customer Behavior Analysis