

# Professional Summary

Results-driven Sales Executive with 12+ years of experience in the Energy, Petroleum, and Gas sectors. Proven track record of driving revenue growth, building strategic partnerships, and leading high-performing teams. Currently, a Senior Sales Leader at Inazuma.co, leveraging expertise to drive business expansion and innovation.

## Professional Experience

### Senior Sales Director (SA09)

Inazuma.co | January 2020 - Present

### Sales Manager (SA07)

Energize Inc. | June 2018 - December 2019

#### **Key Achievements:**

- Increased sales revenue by 25% within the first year through targeted account management and new business development.
- Successfully led a team of 5 sales representatives, resulting in a 30% increase in team sales performance.

#### **Responsibilities:**

- Managed a portfolio of key clients in the Petroleum sector.
- Developed and implemented sales strategies to penetrate new markets.

### Senior Sales Representative (SA05)

GasTech Solutions | March 2015 - May 2018

#### **Key Achievements:**

- Consistently met or exceeded quarterly sales targets, earning 'Top Performer' awards for 3 consecutive years.
- Established and maintained relationships with major Gas industry players, securing long-term contracts.

#### **Responsibilities:**

- Identified and pursued new sales opportunities in the Gas sector.
- Collaborated with the marketing team to develop targeted sales campaigns.

### Sales Representative (SA03)

EnergyCorp | January 2012 - February 2015

**Key Achievements:**

- Rapidly progressed through the sales ranks, achieving 'Rookie of the Year' in the first year.
- Successfully transitioned clients from competitors, increasing the company's market share.

**Responsibilities:**

- Managed a diverse client base across the Energy sector.
- Participated in sales training programs to enhance product knowledge and sales techniques.

## Education

**Bachelor of Science in Business Administration**

Harvard University | December 2011

## Technical Skills

**Industry Knowledge:**

- Energy
- Petroleum
- Gas

**Sales & Marketing:**

- Strategic Sales Planning
- Account Management
- Team Leadership
- Market Analysis
- Sales Forecasting

**Software Proficiency:**

- CRM (Salesforce)
- Microsoft Office Suite
- Google Workspace