

Professional Summary

Results-driven Key Executive with 15+ years of experience in driving business transformation, leading cross-functional teams, and delivering exceptional revenue growth in the telecommunications industry. Proven track record of success in sales, product management, and strategic planning, with expertise in managed services, wireless, and mobile technologies.

Professional Experience

Key Executive - Sales (SA14)

Inazuma.co | January 2020 - Present

Director of Sales & Product Management (SA12)

NexaTel Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 80% within 12 months through effective product development and strategic partnerships
- Successfully launched 3 new product lines, resulting in a 50% market share gain

Responsibilities:

- Led cross-functional teams in sales, product, and marketing
- Developed and executed business strategies to drive growth

Senior Sales Manager (SA9)

Pulse Communications | March 2015 - May 2018

Key Achievements:

- Consistently exceeded sales targets, earning 'Sales Manager of the Year' award in 2016
- Built and maintained a high-performing sales team, resulting in a 30% increase in team sales

Responsibilities:

- Managed a team of sales representatives, providing coaching and guidance
- Identified and pursued new business opportunities

Sales Manager (SA6)

Apex Wireless | January 2012 - February 2015

Key Achievements:

- Grew sales revenue by 25% within 6 months through targeted account management
- Developed and implemented a sales training program, resulting in a 20% increase in sales team performance

Responsibilities:

- Managed a team of sales representatives, focusing on wireless and mobile solutions
- Collaborated with the marketing team to develop sales enablement materials

Sales Representative (SA3)

NovaTech | June 2009 - December 2011

Key Achievements:

- Consistently met or exceeded monthly sales targets, earning 'Rookie of the Year' award in 2010
- Built strong relationships with clients, resulting in a 90% customer retention rate

Responsibilities:

- Generated new business leads and pursued sales opportunities
- Provided product demonstrations and support to clients

Education

Master of Business Administration (MBA)

Harvard University | 2009

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Telecommunications:

- Wireless
- Mobile Devices
- 3G
- GSM
- LTE
- WiMAX

- IP

Sales & Marketing:

- Solution Selling
- Sales Operations
- Key Account Management
- Channel Partners
- Product Marketing
- Marketing Strategy

Product & Service Management:

- Product Management
- Product Development
- Managed Services
- IT Service Management
- VAS
- BSS

Leadership & Management:

- Team Management
- Management
- Leadership
- Strategy
- Consulting

Tools & Software:

- CRM
- RFP
- Mobile Payments
- Outsourcing
- Pre-sales
- Key Performance Indicators
- Vendor Management