

## Professional Summary

Results-driven Sales Professional with 10+ years of experience driving revenue growth, leading high-performing teams, and leveraging technology to enhance customer engagement. Proven track record of consistently meeting and exceeding sales targets, with expertise in Microsoft Office, Excel, and Social Media.

## Professional Experience

### Senior Sales Director (SA12)

Inazuma.co | January 2020 - Present

### Sales Manager (SA9)

NovaTech Inc. | June 2018 - December 2019

#### Key Achievements:

- Increased sales revenue by 25% within 12 months through targeted account management and new business development.
- Developed and implemented a sales training program, resulting in a 30% improvement in team sales performance.

#### Responsibilities:

- Managed a team of 8 sales representatives, providing coaching and guidance to ensure sales targets were met.
- Analyzed market trends and competitor activity to inform sales strategies.

### Senior Sales Representative (SA6)

Pinnacle Solutions | March 2015 - May 2018

#### Key Achievements:

- Consistently exceeded quarterly sales targets, earning 'Top Performer' awards for 6 consecutive quarters.
- Built and maintained strong relationships with key clients, resulting in a 50% increase in repeat business.

#### Responsibilities:

- Identified and pursued new sales opportunities through cold calling, networking, and social media engagement.
- Collaborated with the marketing team to develop targeted sales campaigns.

## Sales Representative (SA3)

Apex Sales Corp. | January 2012 - February 2015

### Key Achievements:

- Rapidly progressed through the sales ranks, achieving 'Rookie of the Year' in 2012 and 'Most Improved' in 2013.
- Successfully onboarded and trained new sales team members, contributing to a 25% reduction in onboarding time.

### Responsibilities:

- Generated new leads and followed up on existing opportunities to drive sales growth.
- Utilized CRM software to track sales activity and analyze customer interactions.

## Education

## Technical Skills

### Productivity Software:

- Microsoft Office
- Microsoft Excel

### Digital Marketing:

- Social Media