

Professional Summary

Results-driven SA10 Sales Professional with 15+ years of experience in driving business growth, leading cross-functional teams, and developing innovative strategies. Avid reader and thought leader in strategy, management, and socio-economic topics, with a proven track record of success in sales management, marketing, and product development.

Professional Experience

Senior Vice President, Sales & Strategy

Inazuma.co | January 2020 - Present

Vice President, Sales & Marketing

NovaTech Inc. | June 2015 - December 2019

Key Achievements:

- Increased sales revenue by 35% within 2 years through strategic account management and team leadership
- Developed and executed a successful marketing campaign, resulting in a 25% increase in brand awareness

Responsibilities:

- Led a team of 10 sales and marketing professionals
- Developed and managed key account relationships
- Collaborated with cross-functional teams to drive business growth

Director, Business Development

Pinnacle Solutions | March 2010 - May 2015

Key Achievements:

- Identified and pursued new business opportunities, resulting in a 20% increase in revenue
- Built and maintained strategic partnerships with key clients

Responsibilities:

- Managed a team of 5 business development professionals
- Conducted market research and analyzed industry trends
- Developed and presented business proposals to clients

Senior Account Manager

Apex Marketing Agency | January 2008 - February 2010

Key Achievements:

- Consistently exceeded sales targets, earning 'Top Performer' awards for 2 consecutive years
- Developed and executed successful marketing campaigns for key clients

Responsibilities:

- Managed a portfolio of 10 key client accounts
- Collaborated with creative teams to develop marketing materials
- Provided client relationship management and support

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business & Strategy:

- Business Development
- Business Strategy
- Strategic Planning
- Strategic Business Planning

Sales & Marketing:

- Sales Management
- Marketing Strategy
- Marketing Management
- Key Account Management
- Product Management

Digital & Technical:

- Digital Marketing
- Six Sigma
- Digital Media

- NPI Management

Leadership & Soft Skills:

- Leadership
- Management
- Coaching
- Training
- Cross-functional Team Leadership
- University Teaching

Analytical & Operational:

- Analytical Skills
- Troubleshooting
- Negotiation
- Change Management
- Business Process Improvement