

Professional Summary

Results-driven Sales & Marketing Executive with 12+ years of experience in driving revenue growth, enhancing brand visibility, and developing high-performing teams. Proven track record of leveraging data-driven strategies to optimize sales processes across multiple channels, with a specialization in the travel management and airline industries.

Professional Experience

Senior Vice President, Sales & Marketing (SA09)

Inazuma.co | January 2020 - Present

Vice President, Sales & Business Development

Aerius Travel Solutions | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 35% within the first year through targeted account management and new business acquisition.
- Developed and executed a comprehensive sales strategy that resulted in a 25% increase in market share.

Responsibilities:

- Led a team of sales professionals to achieve quarterly targets.
- Collaborated with the marketing department to design and implement effective promotional campaigns.

Director, Corporate Sales

Skybound Airlines | March 2015 - May 2018

Key Achievements:

- Successfully negotiated a major corporate contract with a Fortune 500 company, resulting in a \$1.2 million annual revenue increase.
- Improved sales team's performance by 40% through training and process optimization.

Responsibilities:

- Managed a portfolio of high-value corporate clients.
- Worked closely with the operations team to ensure seamless service delivery.

Senior Sales Manager

TravelEase Inc. | January 2012 - February 2015

Key Achievements:

- Consistently exceeded quarterly sales targets, earning the 'Sales Manager of the Year' award in 2013.
- Introduced a new sales methodology that increased conversion rates by 20%.

Responsibilities:

- Supervised a team of sales representatives.
- Conducted market research to identify new business opportunities.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Marketing Strategy
- Financial Management
- Leadership & Organizational Behavior

Technical Skills

Sales & Marketing Tools:

- CRM Software (Salesforce)
- Marketing Automation (Marketo)
- Data Analytics (Tableau)

Industry Knowledge:

- Airlines
- Business Travel
- Travel Management

Soft Skills:

- Leadership
- Team Management
- Strategic Planning
- Communication