

## Professional Summary

Results-driven Head of Sales Strategy & Sales Operations with 15+ years of experience in driving business growth, leading cross-functional teams, and developing innovative sales strategies. Proven track record of success in the semiconductor and software industries, with expertise in product management, marketing, and business development.

## Professional Experience

### Head of Sales Strategy & Sales Operations (SA09)

Inazuma.co | January 2020 - Present

### Director of Sales Strategy (SA07)

SalesLoft | June 2018 - December 2019

#### **Key Achievements:**

- Increased sales revenue by 25% through data-driven strategy development
- Improved sales process efficiency by 30% through operational enhancements

#### **Responsibilities:**

- Developed and executed sales strategies to drive revenue growth
- Collaborated with product and marketing teams to launch new products

### Product Manager, Semiconductor Division

Intel Corporation | January 2015 - May 2018

#### **Key Achievements:**

- Launched a new product line, resulting in \$100M in annual revenue
- Improved product development cycle time by 40% through process improvements

#### **Responsibilities:**

- Managed product development and launch for semiconductor products
- Collaborated with cross-functional teams to drive business growth

### Business Development Manager, Telecommunications

Cisco Systems | June 2012 - December 2014

#### **Key Achievements:**

- Identified and pursued new business opportunities, resulting in \$50M in new revenue

- Developed and executed go-to-market strategies for new product launches

**Responsibilities:**

- Identified and pursued new business opportunities in the telecommunications sector
- Collaborated with sales and marketing teams to drive revenue growth

## Management Consultant

Accenture | January 2010 - May 2012

**Key Achievements:**

- Improved operational efficiency for a Fortune 500 client, resulting in \$10M in cost savings
- Developed and implemented process improvements for multiple clients

**Responsibilities:**

- Analyzed business operations and developed process improvements for clients
- Collaborated with clients to implement change management initiatives

## Education

**Bachelor of Science in Electrical Engineering**

Massachusetts Institute of Technology (MIT)

## Technical Skills

**Strategy and Leadership:**

- Strategy Development
- Leadership
- Cross-functional Team Leadership
- Entrepreneurship

**Product and Marketing:**

- Product Management
- Product Marketing
- Marketing Strategy
- Digital Marketing

**Analytics and Operations:**

- Analytics
- Business Process
- Program Management

- Project Planning

**Sales and Business Development:**

- Sales
- Business Development
- Solution Selling
- Go-to-market Strategy

**Industry Expertise:**

- Semiconductor Industry
- Telecommunications
- Enterprise Software
- SaaS

**Soft Skills:**

- Public Speaking
- Thought Leader
- Speech Writing
- Writing
- Integrated Marketing
- Demand Generation