



Contact

Mobil

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Education

B2B säljare (Account Manager)

Stockholm School of Business

Ecommerce & Digital Marketing

Yrkeshögskola in Helsingborg

Skills

- **Sales Tools:** Apollo, Sales Navigator, HubSpot, Salesforce, ChatGPT Premium, LinkedIn Automation Software
- **Negotiation Skills:** Skilled in negotiating deals and building mutually beneficial agreements
- **Presentation Skills:** Experienced in delivering presentations to clients and stakeholders

Language

English

Swedish

Persian

Farsi

Iman Ghajar

Sales Executive

Sales Executive with 5 years of experience in B2B sales, SaaS and AI. Consistently ranked as a top performer, exceeding sales targets and securing high-value deals in competitive international markets. Known for my drive, relationship-building skills, and solution-based selling approach, I thrive in fast-paced environments and am disciplined in delivering results. I have a proven track record of closing deals of all sizes and navigating the unique challenges of startups and scale-ups. Committed to continuous growth, both professionally and personally, I aspire to take on leadership responsibilities while continuing to provide value and develop as a sales professional.

Work Experience

November 2024 - Present

Voxo | Stockholm

International Sales Executive

- Managed the full sales cycle (360 sales), from prospecting to closing deals, and ensuring client satisfaction post-sale
- Conducted product demos, created reports, pitched, and negotiated with clients
- Engaged with C-level executives and decision-makers, building strong relationships and closing high-value deals
- Represented Voxo at industry events, delivering presentations to potential clients
- Achieved a top performance bonus in the first month for exceeding expectations

February 2024 - November 2024

Dream Broker | Stockholm

Sales Consultant

- Led the full sales cycle, from identifying prospects to closing deals
- Conducted tailored demos and product presentations, showcasing Dream Broker's video solutions to prospective clients
- Built long-term relationships with clients, ensuring satisfaction and repeat business
- Regularly engaged with C-level executives and decision-makers, contributing to successful negotiations and sales outcomes
- Played a key role in expanding the customer base and meeting sales targets

October 2022 - January 20204

Bidbrain | Stockholm

Sales Executive

- Managed the full sales cycle, identifying prospects and converting them into long-term clients
- Conducted product demos, pitched solutions, and negotiated with clients to close deals
- Frequently interacted with C-level executives and decision-makers, demonstrating comfort and confidence in high-level discussions
- Played a pivotal role in driving revenue and achieving sales targets
- Gained valuable experience in working with SaaS solutions and expanding into new market segments

Awards and Recognitions

- Top Performer of the Month
- Closed the biggest deal in the company's history

Volunteer Work

- Mentored aspiring sales professionals at vocational schools (yrkeshögskolor), sharing my personal success story, providing guidance on becoming high-performing salespeople, and enhancing their sales techniques

Interests and Hobbies

- Passionate about martial arts and weightlifting, which help me stay focused, disciplined, and resilient in fast-paced, high-pressure sales environments
- Mentoring young salespeople and giving back to the community
- Reading books and traveling