

Maria Lopez
Sales Leader

Swedish sales professional with 18 years of experience across BIM, SaaS, Tech, 3D advertising, conferences, and media.

Proven record of building sales strategies, leading teams, and closing large accounts across Europe.

Contact Information:

Phone: +1 (555) 123-4567

Email: maria.lopez@email.com

LinkedIn: linkedin.com/in/maria-lopez-sales

About Me:

Dynamic sales professional with nearly two decades of experience across multiple industries. Specialized in consultative sales, client relationship management, and building growth strategies. Skilled at leading sales teams, streamlining processes, and delivering innovative solutions. Certified media advisor with expertise in developing and implementing marketing strategies.

In my spare time I enjoy photography, sports, and exploring nature.

I am always eager to learn new things and broaden my knowledge through documentaries and research.

Experience:

Key Account Manager, TechCAD SaaS (Nov 2022 – Jul 2024, Stockholm, Sweden)

- Managed major global client accounts, delivering tailored presentations and supporting new product development.

Head of Sales, Nordic BIM Group (Aug 2021 – Nov 2022, Stockholm, Sweden)

- Promoted after 2 months from Account Manager to Head of Sales, leading a team of 7 sales professionals.

Sales & Marketing Consultant, Freelance (Oct 2015 – Jun 2019, Varna, Bulgaria)

- Developed strategies and campaigns for multiple clients across diverse industries.

Executive Account Manager, Scandinavia Media (May 2014 – Oct 2015, Oslo, Norway)

- Exceeded yearly sales targets threefold through strategic account management.

Head of Sales & Marketing, Event Travel Co. (Oct 2011 – Jan 2014, Freiburg, Germany)

- Oversaw the company's sales and marketing strategy, expanding international market reach.

Nordic Business Manager, 3D Tech Ads (Mar 2009 – Mar 2011, Stockholm, Sweden)

- Secured an exclusivity agreement with a leading global OOH advertising company for 3D ad campaigns.

Account Executive, Summit Conferences (Jun 2007 – Mar 2009, Stockholm, Sweden)

- Set an all-time revenue record during the financial crisis, helping stabilize the company.

Sales Representative, Apple (Oct 2007 – Dec 2007, Cork, Ireland)

- Achieved top sales competition ranking in cross-sales during the first month.

IMAC Coordinator, IBM (2005 – 2007, Dublin, Ireland)

- Improved and streamlined workflow processes across service teams, handling distribution management.

Courses:

- The Executive (Leadership training, Stockholm, 2021–2022)
- Archicad Basics (Graphisoft, Stockholm, 2021)
- Strategic Media & Communication Advisor Certification (Oslo, 2014–2015)

Languages:

- Swedish (Professional)
- English (Professional)
- Norwegian (Professional)
- Danish (Intermediate)
- German (Basic)