

Takeshi Nakamura

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PROFESSIONAL SUMMARY

Accomplished Senior Account Executive with 12 years of progressive experience in Sales. Demonstrated expertise in Account Management, Customer Success, Relationship Building with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Account Management

Customer Success

Relationship Building

Upselling

Cross-selling

PROFESSIONAL EXPERIENCE

Senior Account Executive | Meta

2018 - Present | Caracas, Venezuela

- Spearheaded sales initiatives that delivered 25% improvement in operational efficiency
- Led cross-functional teams of 9 professionals across multiple high-impact projects
- Architected and implemented Account Management solutions resulting in \$117K annual cost savings
- Established best practices and mentored 8 team members, improving overall team productivity by 35%

Account Executive | Nike

2016 - 2018

- Developed and maintained customer success applications serving 88K+ users
- Collaborated with product and design teams to deliver 13 major feature releases
- Optimized system performance resulting in 54% reduction in response time

EDUCATION

MS in Marketing

Johns Hopkins University | 2010

Bachelor of Science in Marketing

Johns Hopkins University | 2008

CERTIFICATIONS

- HubSpot Sales Certified