

Anna Kowalski

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PROFESSIONAL SUMMARY

Accomplished Regional Sales Manager with 14 years of progressive experience in Sales. Demonstrated expertise in Enterprise Sales, Solution Selling, Consultative Selling with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Enterprise Sales

Solution Selling

Consultative Selling

Sales Presentations

Demos

PROFESSIONAL EXPERIENCE

Regional Sales Manager | Walmart

2017 - Present | San Francisco, CA, USA

- Spearheaded sales initiatives that delivered 45% improvement in operational efficiency
- Led cross-functional teams of 11 professionals across multiple high-impact projects
- Architected and implemented Enterprise Sales solutions resulting in \$107K annual cost savings
- Established best practices and mentored 7 team members, improving overall team productivity by 22%

Regional Sales Manager | Home Depot

2014 - 2017

- Developed and maintained solution selling applications serving 85K+ users
- Collaborated with product and design teams to deliver 5 major feature releases
- Optimized system performance resulting in 38% reduction in response time

EDUCATION

Bachelor of Science in Business Administration

NYU Stern | 2005

CERTIFICATIONS

- LinkedIn Sales Navigator Certified

LANGUAGES

English | Dutch