

# Ana Gutierrez

ana.gutierrez@email.com | +997-620-9493 | Prague, Czech Republic

## PROFESSIONAL SUMMARY

Accomplished Account Executive with 3 years of progressive experience in Sales. Demonstrated expertise in Channel Sales, Partner Management, Indirect Sales with a strong track record of driving innovation and delivering measurable business results.

## CORE COMPETENCIES

Channel Sales

Partner Management

Indirect Sales

Channel Strategy

Partner Enablement

## PROFESSIONAL EXPERIENCE

### Account Executive | Adidas

2023 - Present | Prague, Czech Republic

- Spearheaded sales initiatives that delivered 27% improvement in operational efficiency
- Led cross-functional teams of 11 professionals across multiple high-impact projects
- Architected and implemented Channel Sales solutions resulting in \$161K annual cost savings
- Established best practices and mentored 5 team members, improving overall team productivity by 37%

### Account Executive | NVIDIA

2020 - 2023

- Developed and maintained partner management applications serving 78K+ users
- Collaborated with product and design teams to deliver 16 major feature releases
- Optimized system performance resulting in 39% reduction in response time

## EDUCATION

### Bachelor of Science in Sales Management

MIT Sloan | 2016

## CERTIFICATIONS

- LinkedIn Sales Navigator Certified
- Challenger Sale Methodology

## LANGUAGES

English | Portuguese