

YUKI SATO

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EXECUTIVE SUMMARY

Senior sales leader with 11+ years of experience driving digital transformation and business growth. Proven track record of leading high-performance teams, implementing strategic initiatives, and delivering solutions that generate measurable ROI across global markets.

CORE COMPETENCIES

Strategic Leadership	Team Management	Digital Transformation
Enterprise Sales	Solution Selling	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

PROFESSIONAL EXPERIENCE

Account Executive

Meta | 2013 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1581+ employees
- Delivered \$6M+ in annual revenue growth through strategic enterprise sales implementations
- Built and led global teams of 20 professionals across 8 countries
- Reduced operational costs by 27% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

MS in Sales Management | McGill University | 2010

Bachelor of Science in Sales Management | McGill University | 2008

Professional Certifications:

- HubSpot Sales Certified