

# Emi Nakamura

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## PROFESSIONAL SUMMARY

Accomplished Senior Sales Representative with 0 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 Sales Representative | TechPioneer

2023 - Present | Toronto, ON, Canada

- Spearheaded sales initiatives that delivered 35% improvement in operational efficiency
- Led cross-functional teams of 10 professionals across multiple high-impact projects
- Architected and implemented Account Management solutions resulting in \$217K annual cost savings
- Established best practices and mentored 7 team members, improving overall team productivity by 31%

## EDUCATION

### MS in Communications

Duke University | 2022

### Bachelor of Science in Communications

Duke University | 2020

## CERTIFICATIONS

- HubSpot Sales Certified
- LinkedIn Sales Navigator Certified