

EMI NAKAMURA

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EXECUTIVE SUMMARY

Senior sales leader with 22+ 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
Account Management	Customer Success	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

PROFESSIONAL EXPERIENCE

VP of Sales

Intel | 2002 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 581+ employees
- Delivered \$9M+ in annual revenue growth through strategic account management implementations
- Built and led global teams of 35 professionals across 7 countries
- Reduced operational costs by 40% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

Master of Business Administration | University of Stockholm | 2000

Bachelor of Science in Communications | University of Stockholm | 1998

Professional Certifications:

- SPIN Selling Certified
- Challenger Sale Methodology