

# CHARLOTTE WILLIAMS

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## EXECUTIVE SUMMARY

Senior sales leader with 2+ 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

### Business Development Manager

**Tesla** | 2022 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1097+ employees
- Delivered \$8M+ in annual revenue growth through strategic account management implementations
- Built and led global teams of 30 professionals across 7 countries
- Reduced operational costs by 29% while improving service quality and customer satisfaction

## EDUCATION & CERTIFICATIONS

**Master of Business Administration** | Harvard Business School | 2018

**Bachelor of Science in Psychology** | Harvard Business School | 2016

### Professional Certifications:

- Salesforce Certified Administrator
- HubSpot Sales Certified