

ALEJANDRO RUIZ

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EXECUTIVE SUMMARY

Senior sales leader with 0+ 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
Sales Operations	Sales Analytics	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

PROFESSIONAL EXPERIENCE

Sales Representative

NVIDIA | 2024 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 754+ employees
- Delivered \$2M+ in annual revenue growth through strategic sales operations implementations
- Built and led global teams of 27 professionals across 8 countries
- Reduced operational costs by 37% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

Master of Business Administration | HEC Paris | 2020

Bachelor of Science in Marketing | HEC Paris | 2018

Professional Certifications:

- Salesforce Certified Administrator
- Challenger Sale Methodology