

CARLOS MENDOZA

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EXECUTIVE SUMMARY

Senior sales leader with 3+ 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

Chief Revenue Officer
Walmart | 2021 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1759+ employees
- Delivered \$1M+ in annual revenue growth through strategic enterprise sales implementations
- Built and led global teams of 37 professionals across 6 countries
- Reduced operational costs by 39% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

Master of Business Administration | IESE Business School | 2018
Bachelor of Science in Communications | IESE Business School | 2016

Professional Certifications:

- SPIN Selling Certified
- LinkedIn Sales Navigator Certified