

# Fatima Al-Zahra

fatima.al-zahra@email.com | +920-703-8061 | Johannesburg, South Africa

## PROFESSIONAL SUMMARY

Accomplished Senior Account Executive with 8 years of progressive experience in Sales. Demonstrated expertise in Enterprise Sales, Solution Selling, Consultative Selling with a strong track record of driving innovation and delivering measurable business results.

## CORE COMPETENCIES

Enterprise Sales

Solution Selling

Consultative Selling

Sales Presentations

Demos

## PROFESSIONAL EXPERIENCE

### Senior Account Executive | Amazon

2020 - Present | Johannesburg, South Africa

- Spearheaded sales initiatives that delivered 27% improvement in operational efficiency
- Led cross-functional teams of 10 professionals across multiple high-impact projects
- Architected and implemented Enterprise Sales solutions resulting in \$339K annual cost savings
- Established best practices and mentored 7 team members, improving overall team productivity by 34%

### Account Executive | Uber

2016 - 2020

- Developed and maintained solution selling applications serving 91K+ users
- Collaborated with product and design teams to deliver 13 major feature releases
- Optimized system performance resulting in 48% reduction in response time

## EDUCATION

### Bachelor of Science in Psychology

Cornell University | 2010

## CERTIFICATIONS

- HubSpot Sales Certified

## LANGUAGES

English | Dutch