

Sarah Johnson

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PROFESSIONAL SUMMARY

Accomplished Senior Sales Representative with 1 years of progressive experience in Sales. Demonstrated expertise in B2B Sales, Lead Generation, CRM with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

B2B Sales

Lead Generation

CRM

Salesforce

Pipeline Management

Negotiation

PROFESSIONAL EXPERIENCE

Senior Sales Representative | Spotify

2023 - Present | Dubai, UAE

- Spearheaded sales initiatives that delivered 41% improvement in operational efficiency
- Led cross-functional teams of 8 professionals across multiple high-impact projects
- Architected and implemented B2B Sales solutions resulting in \$278K annual cost savings
- Established best practices and mentored 3 team members, improving overall team productivity by 40%

EDUCATION

Bachelor of Science in Sales Management

Stanford Graduate School of Business | 2018

CERTIFICATIONS

- SPIN Selling Certified
- Challenger Sale Methodology