

Emi Nakamura

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PROFESSIONAL SUMMARY

Accomplished VP of Sales with 2 years of progressive experience in Sales. Demonstrated expertise in Inside Sales, Cold Calling, Email Outreach with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Inside Sales

Cold Calling

Email Outreach

Social Selling

LinkedIn Sales Navigator

PROFESSIONAL EXPERIENCE

VP of Sales | SmartSolutions Inc

2023 - Present | Nairobi, Kenya

- Spearheaded sales initiatives that delivered 22% improvement in operational efficiency
- Led cross-functional teams of 13 professionals across multiple high-impact projects
- Architected and implemented Inside Sales solutions resulting in \$296K annual cost savings
- Established best practices and mentored 7 team members, improving overall team productivity by 36%

EDUCATION

Bachelor of Science in Communications

Ludwig Maximilian University | 2017

CERTIFICATIONS

- Salesforce Certified Administrator