

Samir Qasemi

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PROFESSIONAL SUMMARY

Accomplished VP of Sales with 2 years of progressive experience in Sales. Demonstrated expertise in Account Management, Customer Success, Relationship Building with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Account Management

Customer Success

Relationship Building

Upselling

Cross-selling

PROFESSIONAL EXPERIENCE

VP of Sales | Nike

2023 - Present | Los Angeles, CA, USA

- Spearheaded sales initiatives that delivered 15% improvement in operational efficiency
- Led cross-functional teams of 15 professionals across multiple high-impact projects
- Architected and implemented Account Management solutions resulting in \$123K annual cost savings
- Established best practices and mentored 8 team members, improving overall team productivity by 26%

EDUCATION

Bachelor of Science in Marketing

Stanford Graduate School of Business | 2018

CERTIFICATIONS

- SPIN Selling Certified
- LinkedIn Sales Navigator Certified

LANGUAGES

English | Portuguese