

Mei Chen

mei.chen@email.com | +158-900-6771 | Paris, France

PROFESSIONAL SUMMARY

Accomplished Sales Representative with 3 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

Sales Representative | DigitalEdge

2023 - Present | Paris, France

- Spearheaded sales initiatives that delivered 42% improvement in operational efficiency
- Led cross-functional teams of 15 professionals across multiple high-impact projects
- Architected and implemented Enterprise Sales solutions resulting in \$317K annual cost savings
- Established best practices and mentored 6 team members, improving overall team productivity by 25%

Sales Representative | Walmart

2019 - 2023

- Developed and maintained solution selling applications serving 28K+ users
- Collaborated with product and design teams to deliver 15 major feature releases
- Optimized system performance resulting in 46% reduction in response time

EDUCATION

Bachelor of Science in Sales Management

Bocconi University | 2016

CERTIFICATIONS

- SPIN Selling Certified
- Challenger Sale Methodology

LANGUAGES

English | French