

Deepika Gupta

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PROFESSIONAL SUMMARY

Accomplished VP of Sales with 29 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 | Slack

2010 - Present | Caracas, Venezuela

- Spearheaded sales initiatives that delivered 28% improvement in operational efficiency
- Led cross-functional teams of 10 professionals across multiple high-impact projects
- Architected and implemented Inside Sales solutions resulting in \$487K annual cost savings
- Established best practices and mentored 6 team members, improving overall team productivity by 30%

VP of Sales | IBM

2008 - 2010

- Developed and maintained cold calling applications serving 42K+ users
- Collaborated with product and design teams to deliver 20 major feature releases
- Optimized system performance resulting in 26% reduction in response time

EDUCATION

Bachelor of Science in Business Administration

HEC Paris | 1990

CERTIFICATIONS

- LinkedIn Sales Navigator Certified