

JOHN SMITH

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EXECUTIVE SUMMARY

Senior sales leader with 15+ years of experience driving digital transformation and business growth. Proven track record of leading high-performance teams, implementing strategic initiatives, and delivering solutions that generate measurable ROI across global markets.

CORE COMPETENCIES

Strategic Leadership	Team Management	Digital Transformation
Enterprise Sales	Solution Selling	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

PROFESSIONAL EXPERIENCE

Sales Manager

Target | 2009 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1256+ employees
- Delivered \$1M+ in annual revenue growth through strategic enterprise sales implementations
- Built and led global teams of 25 professionals across 6 countries
- Reduced operational costs by 35% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

MS in Marketing | University of São Paulo | 2005

Bachelor of Science in Marketing | University of São Paulo | 2003

Professional Certifications:

- LinkedIn Sales Navigator Certified