

Raj Patel

raj.patel@email.com | +853-606-3238 | Brussels, Belgium

PROFESSIONAL SUMMARY

Accomplished Sales Manager with 2 years of progressive experience in Sales. Demonstrated expertise in Channel Sales, Partner Management, Indirect Sales with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Channel Sales	Partner Management	Indirect Sales
Channel Strategy	Partner Enablement	

PROFESSIONAL EXPERIENCE

Sales Manager | Dropbox

2023 - Present | Brussels, Belgium

- Spearheaded sales initiatives that delivered 31% improvement in operational efficiency
- Led cross-functional teams of 9 professionals across multiple high-impact projects
- Architected and implemented Channel Sales solutions resulting in \$102K annual cost savings
- Established best practices and mentored 4 team members, improving overall team productivity by 34%

EDUCATION

Bachelor of Science in Economics

INSEAD | 2018

CERTIFICATIONS

- SPIN Selling Certified