

Michael Brown

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PROFESSIONAL SUMMARY

Accomplished VP of Sales with 1 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 | Adobe

2023 - Present | Johannesburg, South Africa

- Spearheaded sales initiatives that delivered 19% improvement in operational efficiency
- Led cross-functional teams of 14 professionals across multiple high-impact projects
- Architected and implemented Inside Sales solutions resulting in \$181K annual cost savings
- Established best practices and mentored 8 team members, improving overall team productivity by 22%

EDUCATION

Bachelor of Science in Economics

London Business School | 2019

CERTIFICATIONS

- LinkedIn Sales Navigator Certified