

Kenji Watanabe

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PROFESSIONAL SUMMARY

Accomplished Sales Manager with 17 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 Manager | NVIDIA

2016 - Present | Montevideo, Uruguay

- Spearheaded sales initiatives that delivered 38% improvement in operational efficiency
- Led cross-functional teams of 11 professionals across multiple high-impact projects
- Architected and implemented Enterprise Sales solutions resulting in \$188K annual cost savings
- Established best practices and mentored 4 team members, improving overall team productivity by 20%

Sales Manager | Intel

2014 - 2016

- Developed and maintained solution selling applications serving 53K+ users
- Collaborated with product and design teams to deliver 6 major feature releases
- Optimized system performance resulting in 26% reduction in response time

EDUCATION

Bachelor of Science in Psychology

Wharton School | 2003

CERTIFICATIONS

- SPIN Selling Certified
- HubSpot Sales Certified