

Yuki Tanaka

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PROFESSIONAL SUMMARY

Accomplished Senior Account Executive with 11 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

Senior Account Executive | Consumer Brands Inc

2019 - Present | Jakarta, Indonesia

- Spearheaded sales initiatives that delivered 36% improvement in operational efficiency
- Led cross-functional teams of 11 professionals across multiple high-impact projects
- Architected and implemented Inside Sales solutions resulting in \$462K annual cost savings
- Established best practices and mentored 6 team members, improving overall team productivity by 35%

Account Executive | Walmart

2015 - 2019

- Developed and maintained cold calling applications serving 57K+ users
- Collaborated with product and design teams to deliver 11 major feature releases
- Optimized system performance resulting in 36% reduction in response time

EDUCATION

Bachelor of Science in Sales Management

National University of Mexico | 2009

CERTIFICATIONS

- Salesforce Certified Administrator
- Challenger Sale Methodology

LANGUAGES

English | Swedish