

# PIERRE MARTIN

pierre.martin@email.com • +104-360-1167 • Bangalore, India

## EXECUTIVE SUMMARY

Senior sales leader with 9+ 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

**InnovateTech** | 2015 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 725+ employees
- Delivered \$7M+ in annual revenue growth through strategic enterprise sales implementations
- Built and led global teams of 16 professionals across 4 countries
- Reduced operational costs by 24% while improving service quality and customer satisfaction

## EDUCATION & CERTIFICATIONS

**Master of Business Administration** | IESE Business School | 2013

**Bachelor of Science in Business Administration** | IESE Business School | 2011

### Professional Certifications:

- SPIN Selling Certified