

NOUR KHALIL

nour.khalil@email.com • +692-272-4201 • Beirut, Lebanon

EXECUTIVE SUMMARY

Senior sales leader with 2+ 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
Sales Operations	Sales Analytics	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

PROFESSIONAL EXPERIENCE

Sales Representative

Microsoft | 2022 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 922+ employees
- Delivered \$10M+ in annual revenue growth through strategic sales operations implementations
- Built and led global teams of 47 professionals across 7 countries
- Reduced operational costs by 25% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

Master of Business Administration | Columbia Business School | 2019

Bachelor of Science in Psychology | Columbia Business School | 2017

Professional Certifications:

- SPIN Selling Certified
- Challenger Sale Methodology