

# EMMA THOMPSON

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## EXECUTIVE SUMMARY

Senior sales leader with 10+ 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
Account Management	Customer Success	Process Optimization
Stakeholder Management	P&L Responsibility	Change Management

## PROFESSIONAL EXPERIENCE

### Regional Sales Manager

**Apple** | 2014 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1372+ employees
- Delivered \$5M+ in annual revenue growth through strategic account management implementations
- Built and led global teams of 28 professionals across 6 countries
- Reduced operational costs by 26% while improving service quality and customer satisfaction

## EDUCATION & CERTIFICATIONS

**Master of Business Administration** | HEC Paris | 2011

**Bachelor of Science in Sales Management** | HEC Paris | 2009

### Professional Certifications:

- Challenger Sale Methodology