

# Mei Chen

mei.chen@email.com | +201-174-2686 | Cairo, Egypt

## PROFESSIONAL SUMMARY

Accomplished Senior Sales Representative with 7 years of progressive experience in Sales. Demonstrated expertise in Sales Operations, Sales Analytics, Forecasting with a strong track record of driving innovation and delivering measurable business results.

## CORE COMPETENCIES

Sales Operations

Sales Analytics

Forecasting

Territory Management

Commission Planning

## PROFESSIONAL EXPERIENCE

### Senior Sales Representative | SmartSolutions Inc

2021 - Present | Cairo, Egypt

- Spearheaded sales initiatives that delivered 27% improvement in operational efficiency
- Led cross-functional teams of 13 professionals across multiple high-impact projects
- Architected and implemented Sales Operations solutions resulting in \$487K annual cost savings
- Established best practices and mentored 7 team members, improving overall team productivity by 24%

### Sales Representative | Adidas

2018 - 2021

- Developed and maintained sales analytics applications serving 37K+ users
- Collaborated with product and design teams to deliver 15 major feature releases
- Optimized system performance resulting in 37% reduction in response time

## EDUCATION

### Bachelor of Science in Psychology

China Europe International Business School | 2013

## CERTIFICATIONS

- Challenger Sale Methodology