

Ingrid Larsson

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PROFESSIONAL SUMMARY

Accomplished Sales Representative with 14 years of progressive experience in Sales. Demonstrated expertise in Account Management, Customer Success, Relationship Building with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Account Management

Customer Success

Relationship Building

Upselling

Cross-selling

PROFESSIONAL EXPERIENCE

Sales Representative | Tesla

2017 - Present | Vancouver, BC, Canada

- Spearheaded sales initiatives that delivered 25% improvement in operational efficiency
- Led cross-functional teams of 15 professionals across multiple high-impact projects
- Architected and implemented Account Management solutions resulting in \$295K annual cost savings
- Established best practices and mentored 8 team members, improving overall team productivity by 27%

Sales Representative | Apple

2014 - 2017

- Developed and maintained customer success applications serving 45K+ users
- Collaborated with product and design teams to deliver 10 major feature releases
- Optimized system performance resulting in 40% reduction in response time

EDUCATION

Bachelor of Science in Marketing

London Business School | 2004

CERTIFICATIONS

- LinkedIn Sales Navigator Certified