

TAKESHI NAKAMURA

takeshi.nakamura@email.com • +230-235-6968 • Seattle, WA, USA

EXECUTIVE SUMMARY

Senior sales leader with 11+ 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

Regional Sales Manager
SmartSolutions Inc | 2013 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1110+ employees
- Delivered \$7M+ in annual revenue growth through strategic sales operations implementations
- Built and led global teams of 38 professionals across 7 countries
- Reduced operational costs by 37% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

Master of Business Administration | University of Helsinki | 2010
Bachelor of Science in Marketing | University of Helsinki | 2008

Professional Certifications:

- HubSpot Sales Certified
- Challenger Sale Methodology