

DEEPIKA GUPTA

deepika.gupta@email.com • +903-368-4149 • Doha, Qatar

EXECUTIVE SUMMARY

Senior sales leader with 24+ 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

Sales Representative

Amazon | 2000 - Present

- Spearheaded enterprise-wide sales transformation initiatives impacting 1517+ employees
- Delivered \$10M+ in annual revenue growth through strategic account management implementations
- Built and led global teams of 44 professionals across 4 countries
- Reduced operational costs by 20% while improving service quality and customer satisfaction

EDUCATION & CERTIFICATIONS

MBA | Ludwig Maximilian University | 1996

Bachelor of Science in Business Administration | Ludwig Maximilian University | 1994

Professional Certifications:

- Challenger Sale Methodology
- HubSpot Sales Certified