

Michael Brown

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PROFESSIONAL SUMMARY

Accomplished Regional Sales Manager with 15 years of progressive experience in Sales. Demonstrated expertise in B2B Sales, Lead Generation, CRM with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

B2B Sales

Lead Generation

CRM

Salesforce

Pipeline Management

Negotiation

PROFESSIONAL EXPERIENCE

Regional Sales Manager | Slack

2017 - Present | Berlin, Germany

- Spearheaded sales initiatives that delivered 28% improvement in operational efficiency
- Led cross-functional teams of 12 professionals across multiple high-impact projects
- Architected and implemented B2B Sales solutions resulting in \$347K annual cost savings
- Established best practices and mentored 7 team members, improving overall team productivity by 28%

Regional Sales Manager | Starbucks

2013 - 2017

- Developed and maintained lead generation applications serving 70K+ users
- Collaborated with product and design teams to deliver 12 major feature releases
- Optimized system performance resulting in 37% reduction in response time

EDUCATION

Bachelor of Science in Marketing

Harvard Business School | 2005

CERTIFICATIONS

- Challenger Sale Methodology

LANGUAGES

English | German