

Anna Kowalski

anna.kowalski@email.com | +972-609-8404 | Santiago, Chile

PROFESSIONAL SUMMARY

Accomplished Sales Manager 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 Manager | Walmart

2017 - Present | Santiago, Chile

- Spearheaded sales initiatives that delivered 33% improvement in operational efficiency
- Led cross-functional teams of 6 professionals across multiple high-impact projects
- Architected and implemented Account Management solutions resulting in \$195K annual cost savings
- Established best practices and mentored 4 team members, improving overall team productivity by 32%

Sales Manager | SmartSolutions Inc

2014 - 2017

- Developed and maintained customer success applications serving 68K+ users
- Collaborated with product and design teams to deliver 10 major feature releases
- Optimized system performance resulting in 49% reduction in response time

EDUCATION

Bachelor of Science in Sales Management

ESADE | 2006

CERTIFICATIONS

- HubSpot Sales Certified

LANGUAGES

English | Swedish