

Rami Shoula

Sales Development Professional

👤 Profile

Experienced and motivated Sales Development Professional with five years of experience in high level sales environments. Proven track record of expanding businesses by successfully networking and forming smart partnerships. The ability to cultivate key relationships and consistently generate new business. Self motivated and driven to help increase the prosperity of a business while working to enhance their reputation.

📁 Employment History

Sales Development Professional at Precision Inc. , New York

September 2015 — September 2019

- Helped to build and cultivate key prospective relationships, resulting in 10% sales increase for the first 2016 quarter.
- Assessed and research how our solutions team are addressing needs.
- Made changes to any sales pitches that are not resulting in new clients.
- Actively participated in trade show planning to maximize achieved goals of the sales team.
- Conducted thorough research to expand prospect list.

Sales Development Professional at Smart Solutions, New York

August 2012 — August 2015

- Established fruitful relationships with key clients and partners, resulting in increased revenues.
- Researched and implemented strategic marketing methods.
- Participated in sales meetings with promising prospective client companies.
- Worked collaboratively with my corporate team to make things happen.
- Maintained a proven track record of meeting and exceeding sales goals.
- Helped to enhance and uphold the open-minded and progressive reputation of the company.

Executive Assistant to Head of Sales at Pepsi Inc. , New York

August 2011 — August 2012

- Assisted the Head of Sales in her efforts to maintain an organized and productive office environment.
- Handled calls, recorded messages, and maintained the calendar.
- Proofread documents prior to meetings and gave my informed opinion when sought.
- Handled any and all daily clerical tasks and any additional work as needed.

Details

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Skills

Analytical Thinking

Team Management

Business Development

Innovation

Languages

Spanish

Education

Bachelor of Communications, Manhattan College, New York

August 2010 — May 2014

References

References available upon request