

# Rami Shoula

Account Executive

## 👤 Profile

A personable and trustworthy Account Executive with over 7 years performing in a fast paced sales department. Bringing forth a proven history of fostering client relationships in order to maximize sales volume. Adept at business development and seeking new opportunities from a wide range of clients. Skilled in assessing client drive and implementing programs that best foster that drive.

## 📁 Employment History

### Senior Account Executive at Golf Lynx, San Diego

August 2014 — September 2019

- Collaborated with designers, marketers, and executives to increase brand awareness and client return of this men's golf apparel.
- Analyzed sales and financial performances to effectively plan for increased future opportunities, while identifying obvious weak trends.
- Assessed the work of competitors to best understand what our brand brings to the table in the golf apparel industry.
- Attended meetings at corporate headquarters, collaborating with industry members and sharing points of view and ideas.
- Effectively manage and lead a sales team consisting of 10+ people to drive company proficiency and success.
- Trained Sales Assistants and passionately communicated company goals and mission.
- Helped to generate an additional \$2 million dollars in sales revenue as seen in 2015 holiday pre-orders.

### Account Executive at Staples, Inc., San Diego

September 2010 — July 2014

- Streamlined an effective lead process that generated a 75% increase in year over sales volume.
- Analyzed sales and financial performance to understand company needs and future goals.
- Cultivated client relationships that resulted in company growth and increased productivity.
- A clean record of meeting monthly sales quotas.
- Met with buyers and planners to discuss replenishment programs and projected finances.
- Managed a team of people devoted to achieving success in regards to the connection between advertising initiatives and our clients.
- Organized events and product workshops.

## Details

[romioshoula@gmail.com](mailto:romioshoula@gmail.com)

## Skills

Analytical Thinking Skills

Strategic Marketing Skills

Project Management Skills

Sales Management Skills

Creative Problem Solving Skills

## Languages

Spanish

## 🎓 Education

**Bachelor of Business Administration, Iowa State University, Ames**

August 2006 — May 2010

**Gilbert, Gilbert High School, IA**

September 2002 — May 2006

## References

**Horrace Rustafon from Staples**

[hrustafon@staples.edu](mailto:hrustafon@staples.edu) · 714-293-9817

**Jane DiSalvo from Golf Lynx**

[jdisalvo@golf.com](mailto:jdisalvo@golf.com) · 615-298-1818

**John Green from Golf Lynx**

[jgreen@golflynx.com](mailto:jgreen@golflynx.com) · 718-293-1982