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| Rami Shoula  Executive | |
| |  |  | | --- | --- | |  | Profile Dynamic Executive with six years of experience helping organizations reach their full potential. Adept in making key decisions and working with other professionals to achieve goals and solve problems. Experienced in managing employee and community programs, and dedicated to successfully directing business operations. |  |  |  | | --- | --- | |  | Employment HistorySenior Sales Executive at Pitney Bowes, Stamford January 2013 — September 2019   * Generated new business opportunities and maintained excellent relationships with current customers. * Supported clients with technical resources, adding to success in sales. * Negotiated and closed large business transactions. * Successfully assisted with the management of a multimillion dollar franchise. * Helped to oversee software transactions and solutions.  Junior Sales Executive at Pitney Bowes, Stamford March 2010 — January 2013   * Managed projects which resulted in businesses substantially reducing their global risks and increase total revenue. * Assisted with providing accurate geographic data to make smarter business decisions and lead projects to their fulfillment. * Worked well independently, as well as with colleagues to meet goals. |  |  |  | | --- | --- | |  | EducationBachelor of Finance, Boston College, Boston September 2003 — May 2007 High School Diploma , St. Joseph's Preparatory School, Boston September 1999 — May 2003 |  |  |  | | --- | --- | |  | ReferencesBill Davidson from Pitney Bowes [bdavidson@pitneybowes.org](mailto:bdavidson@pitneybowes.org) · 203-554-7112 Michelle Ronan from Pitney Bowes [mronan@pitneybowes.org](mailto:mronan@pitneybowes.org) · 203-448-6565 Lisa Feinstein from The Journal of American Academy of Business [lisa.fein@jaab.com](mailto:lisa.fein@jaab.com) · 917-776-3628 | | DetailsSkills  |  |  | | --- | --- | | Leadership Skills | | |  |  |  |  |  | | --- | --- | | Complex Problem Solving | | |  |  |  |  |  | | --- | --- | | Self Starter | | |  |  |   Strong Team Spirit   |  |  | | --- | --- | | Interpersonal Communication Skills | | |  |  |  Languages  |  |  | | --- | --- | | German | | |  |  |  |  |  | | --- | --- | | French | | |  |  |  |  |  | | --- | --- | | English | | |  |  | |