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| 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 HistorySenior 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. |  |  |  | | --- | --- | |  | EducationBachelor of Business Administration, Iowa State University, Ames August 2006 — May 2010 Gilbert, Gilbert High School, IA September 2002 — May 2006 |  |  |  | | --- | --- | |  | ReferencesHorrace 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 | | DetailsSkills  |  |  | | --- | --- | | Analytical Thinking Skills | | |  |  |  |  |  | | --- | --- | | Strategic Marketing Skills | | |  |  |  |  |  | | --- | --- | | Project Management Skills | | |  |  |  |  |  | | --- | --- | | Sales Management Skills | | |  |  |  |  |  | | --- | --- | | Creative Problem Solving Skills | | |  |  |  Languages  |  |  | | --- | --- | | Spanish | | |  |  | |