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| 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 HistorySales 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 Develpment 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. |  |  |  | | --- | --- | |  | EducationBachelor of Communications, Manhattan College, New York August 2010 — May 2014 |  |  |  | | --- | --- | |  | ReferencesReferences available upon request | | DetailsSkills  |  |  | | --- | --- | | Analytical Thinking | | |  |  |  |  |  | | --- | --- | | Team Management | | |  |  |  |  |  | | --- | --- | | Business Development | | |  |  |  |  |  | | --- | --- | | Innovation | | |  |  |  Languages  |  |  | | --- | --- | | Spanish | | |  |  | |