



Nicole Diaz

Sales Executive (Manager of Sales)

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Seeking managerial position in Sales & Marketing/Business Development with a growth oriented organization in the software industry, preferably in London.

EXPERIENCE

Progressive Technologies Inc.

July 2012 to Present

Sales Executive

- Increased territory sales from less than \$4 million to \$8.2 million within two years, exceeding quota by 12% in 2013 and 15% in 2014.
- Ranked as #1 sales manager (out of 12) in 2013 and 2014.
- Fostered a robust, sustainable network of buyers from London to Cardiff, leveraging strong listening, presentation and closing skills to optimize sales results despite previously dominant competitor advantage.
- Sold and marketed multimedia, computer-based training, graphics and 3-D design, photoimaging, sound editing, and web page development tools to key Fortune 500 and 1000 accounts.

Niche Software Ltd.

January 2010 to June 2012

Junior Sales Executive

- Managed daily operations of the IT service department generating \$12.5 million annually. Provided floor sales leadership and supervised eight associates. Rapidly promoted from initial junior sales executive position.
- Tracked sales using relevant software to provide accurate reports and monitored competitor activities closely to identify any business threats.
- Gathered customer satisfaction surveys and regularly updated contact database.
- Contributed to identifying upcoming product opportunities – supported product development to develop new products.

EDUCATION

University of Arizona

2009 to 2010

MBA, Master's in Business Administration

- Graduated summa cum laude
- Won the "Next Gen Entrepreneur Award" for a sales and marketing plan development for a software start-up

SKILLS

- Microsoft Office Suite
- Financial Forecasting
- Sales team supervision
- Presentations & Proposals
- Relationship management
- Effectively meet deadlines
- Achieve targets and work under pressure
- Accounting-related computer literacy
- Excellent communication skills,
- Proactive and intuitive leader

OTHER CREDENTIALS

Professional Development:

- Dale Carnegie Sales Training
- Leadership Through Quality
- Account Management-Selling System
- WIN Sales and Marketing Programs, New York
- Certification Program in Sales Management (CPSM)