

## CONTACT

Apartment 42 Vista Residences  
4 Drury Lane Liverpool L2 0PH

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giovanni.sposato@hotmail.com

## SKILLS

- Salesforce / Salesloft
- MS Office
- Negotiation
- Listening
- Sales Closing Strategies

## LANGUAGES

- English (fluent)
- Italian (native)

## CERTIFICATIONS

- **Sales Management**  
West Virginia University
- **Selling Techniques**  
Northwestern University

## EDUCATION

- **Master of Arts: International Relations**  
University of Bologna - Italy
- **Postgraduate Degree: Law**  
University of Trieste - Italy

## HOBBIES

- Playing the Piano, Classic Novels, Tennis, Gym,

## OTHER EXPERIENCES

- **MICE B2B Sales Executive**,  
02/2017 - 06/2018, Hotel Villa Luppis - Pordenone, Italy
- **Guest Relations Officer**,  
01/2015 - 12/2016, Best Western The Bell Hotel - Epping, Essex
- **Lettings Negotiator (part-time)**, 06/2015 - 08/2016,  
Real Estate Agents - Epping, Essex

# Giovanni Sposato

<https://www.linkedin.com/in/giovanni-s-109a13176/>

## PROFESSIONAL SUMMARY

Highly motivated, results-driven **sales professional** with many years of experience in B2B sales and in the fields of business services, SaaS, and A.I. Employ excellent interpersonal skills, including fluency in **English** and **Italian** to build long-term rapport with **C-level Executives** and provide solutions that exceed their expectations. Willing to pursue a career as an Enterprise Executive Account.

Currently learning for professional development:

- **Meddics** Sales Methodology ([website link](#))
- **SPIN** Selling Methodology ([website link](#))
- Public Speaking and Presentations ([website link](#))
- Data Visualisation with **Tableau** ([website link](#))

## WORK HISTORY

### Account Executive

08/2020 – 03/2023

**Quartix** – London Remote WFH

- Generating new outbound leads through cold calling, referrals and LinkedIn and responding to inbound enquiries from Managers of Southern European companies in sectors of transport, building, landscaping, vehicle rental, etc.
- Making discovery calls and performing telephone web-based demo of Quartix SaaS solutions and showing economic impact with consultative approach
- Managing portfolio of customers by using Salesforce CRM to ensure contact
- Covering whole sales cycle until deal is closed
- *Surpassed monthly/annual quotas by around 25%: monthly ~27K / annual ~325K*
- *Ranked 2<sup>nd</sup> best performer in my team in 2022*
- *Passed 3-month probation period in advance after less than 2 months by smashing monthly targets*
- *Contributed to expanding assigned market and recruiting 3 more sales executives*

### Sales Executive

09/2018 - 04/2020

**Active Communications International** - London

- Contacting senior-level executives in Europe, USA and Canada to generate new business by selling benefits of upcoming summits on Oil and Gas, Chemicals, and Pharmaceutical sector via phone, email, and LinkedIn
- Researching attendees and generating sales leads through cold-calling and selling to list of prospective event attendees
- Engaging with clients on phone and developing lasting relationships
- Daily management and maintenance of sales records
- Supporting delegates through registration process
- *Met sales revenue targets: monthly ~16K / annual ~200K*
- *Met daily KPIs: ~ 70 daily activities (calls/emails) and 1.5 hours on phone*

### Business Development Executive (project)

05/2019 - 08/2019

**Polecat Intelligence** - London

- Contacting heads of communications, corporate affairs and sustainability of global organisations based in Europe, USA and Canada (including Total, Airbus, Bayer, etc.) via phone, email and LinkedIn to organise demo and show in-house corporate AI software
- Driving high volume of prospecting into multiple organisations via cold-calls and cold-mails using following tools: phone, LinkedIn Sales Navigator, Salesforce and ZoomInfo
- *Met requested KPIs: ~ 40 daily activities (calls/emails) and 5 meeting bookings per week*