

Amina Patel

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SUMMARY

Results-driven Senior Level Sales Manager with over 8 years of experience in driving revenue growth and market expansion. Proven track record of exceeding sales targets through strategic planning and effective team leadership.

EXPERIENCE

Senior Sales Manager

Jan 2022 - Present

Tech Solutions Inc., San Francisco, CA

- Increased annual sales by 35%, resulting in an additional \$2.5 million in revenue.
- Implemented a new CRM system that improved sales team productivity by 20%.
- Led a team of 15 sales representatives, achieving a 90% retention rate among top performers.

Sales Manager

Jun 2018 - Dec 2021

Innovative Marketing Co., Los Angeles, CA

- Achieved 150% of sales quota in 2020, contributing to overall company growth.
- Developed and executed targeted marketing strategies that increased lead generation by 40%.
- Trained and mentored junior sales staff, resulting in a 30% improvement in their sales performance.

Account Executive

Jan 2016 - May 2018

Global Tech Solutions, New York, NY

- Consistently achieved over 120% of quarterly sales targets by building strong client relationships.
- Contributed to a 15% increase in market share through effective negotiation and closing techniques.
- Managed a client portfolio worth \$3 million, ensuring high levels of customer satisfaction.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of California, Berkeley, Berkeley, CA • GPA: 3.7

SKILLS

Technical Skills: Salesforce, HubSpot, Data Analysis, Sales Strategy Development

Tools & Frameworks: Microsoft Excel, Google Analytics, CRM Software