



Taro Suzuki

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PROFESSIONAL SUMMARY

Self-motivated Sales Leader with 8+ years in Enterprise Software industry, driving record-setting profitability and overseeing new account developments. A strong leader with proven ability to increase sales strategically and lead sales teams to achieve multimillion-dollar revenue gains, with deep knowledge on Business Process Automation software (RPA, AI, BPM) as well as a strong network with key persons in major OEM makers and Tier 1 suppliers.

KEY SKILLS

- Business Development
- People Management Skills
- Enterprise Software Knowledge
- Account Developments
- Direct & Channel Partner Sales
- Market Assessment & Strategic Planning

LANGUAGES & QUALIFICATIONS

- Japanese: Native
- English: Professional Proficiency (TOEIC 850 in 2015)

PROFESSIONAL EXPERIENCE

ABC Company, Full-time | Tokyo, Japan

April 2015 – Present

Sales Manager

- Increased territory sales from less than \$3 million to \$6.7 million within 2.5 years, exceeding quota by 11% in 2016 and 14% in 2017
- Developed a system focusing on our clear and compelling value proposition to differentiate the product from the competition
- Built a strong relationship with CxO level in manufacturing verticle (Toyota, Honda, etc.)
- Supervise and manage a team of 11 sales staff; provide direction and support to sales team to meet agreed targets and KPIs
- Demonstrate a reliable commitment to customer service, adding new customers while maintaining premium service levels with existing accounts
- Sell SaaS products such as RPA, BPM, and BI

XYZ Company, Full-time | Tokyo, Japan

April 2012 – March 2015

Sales Manager

April 2014 – March 2015

- Improved operational and profit objectives, increasing quarterly sales to a minimum of \$1 million within the greater Tokyo area
- Developed a new system to generate sales leads, which was implemented across the company and resulted in a 30% improvement in sales performance
- Managed a team of 6 sales staff; ensured that the team achieved the customer service levels set by the organization, resulting in an annual increase of customer satisfaction by 5%
- Generated lead for Enterprise service and OEM manufacturing customer on information technology products

Sales Representative

April 2012 – March 2014

- Won Sales Person of the Year for two consecutive years having exceeded all quarterly sales target by an average of 20% over a twenty-four month period
- Was responsible for channel sales focus on technical application vendor
- Successfully retained a key client that provided the company an annual sale of \$100,000
- Increased post-sale purchases by 25% with regular follow-up calls and periodic on-site visits
- Documenting plans, activities and opportunities accurately in the CRM system

EDUCATION

ABC University | Tokyo, Japan

Bachelor of xxx 2008-2012

- Major: Economics Certificate: ABC Management
- Student Ambassador Scholarship: Awarded to students with outstanding GPA and participation in extracurricular activities

XYZ University | Taipei, Taiwan

One year exchange program 2010-2011

- Major: Global Economics

INTERESTS & HOBBIES

- Futsal
- Photography