

Rania Roux

Sales Executive

Details

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Profile

I am a sales executive with over three years of experience in the industry. I have closed deals with clients across industries and geographies. I am extremely target-oriented and possess excellent communication skills which help me understand customer needs and pitch products/services accordingly. My domain knowledge, coupled with my ability to build relationships quickly, has helped me drive success for my employer.

Employment History

Sales Executive at Apple, NV

May 2022 - Present

- Negotiated and closed deals with clients that totaled \$3 million in annual revenue.
- Grew a client base by 20% through effective account management.
- Achieved quarterly sales targets for the past 3 consecutive quarters.
- Demonstrated expertise in product knowledge and consultative selling techniques.
- Generated new leads through networking and cold-calling, leading to 5 new accounts being opened.

Sales Executive II at Microsoft, NV

Aug 2019 - Apr 2022

- Led a team of 12 sales representatives, resulting in \$18M in annual revenue.
- Exceeded quarterly sales targets by 20%, generating an additional \$2.4M in revenue.
- Grew market share by 5% through implementation of new marketing strategy.
- Negotiated and closed 10 high-value contracts, totaling \$16M in annual revenue.
- Trained and developed 4 junior sales reps, who went on to exceed their quotas by an average of 15%.
- Developed relationships with key clients that resulted in repeat business and referrals.

Education

Bachelor of Science in Business Administration at University of Nevada, Reno

Sep 2015 - May 2019

I've learned how to communicate with people from different cultures, how to work in a team, how to give presentations, and how to use different software programs.

Links

[linkedin.com/in/raniaroux](https://www.linkedin.com/in/raniaroux)