

 (212) 555-9876

 amanda.garcia@gmail.com

 New York, NY

EDUCATION

Master of Business Administration (MBA)

Columbia Business School, United States, New York, NY

2010 - 2012

Bachelor of Science in Marketing

University of Miami, United States, Miami, FL

2004 - 2008

Certifications

- **Certified SaaS Sales Professional I**, SaaS Sales Academy, Date: August 2022
- **Salesforce Certified Administrator**, Date: January 2021
- **Advanced Negotiation Techniques**, LinkedIn Learning, Date: March 2020

SKILLS

- Sales Leadership & Team Management
- Strategic Account Management & Enterprise Sales
- Contract Negotiations & Closing High-Value Deals
- SaaS Product Expertise & Solutions Selling
- CRM Systems: Salesforce, HubSpot, Outreach
- Cross-Functional Collaboration & Stakeholder Management
- Sales Training & Coaching

LANGUAGES

- English – Native
- Italian – Fluent

AMANDA GARCIA

ENTERPRISE SALES MANAGER

PROFESSIONAL SUMMARY

Results-oriented SaaS Enterprise Sales Manager experience driving revenue growth, leading high-performing teams, and cultivating strategic client relationships. Proven track record of consistently exceeding sales targets by leveraging deep industry knowledge, innovative sales strategies, and cross-functional collaboration.

EXPERIENCE

- February 2017 - Now

Enterprise Sales Manager

Microsoft / United States, New York, NY

- Spearhead a team of 10 Account Executives, consistently surpassing annual revenue targets by 25%.
- Drive key account management in the Financial Services industry, maintaining and expanding relationships with clients.
- Collaborate with cross-functional teams, including product and marketing, to drive tailored solutions that align with market needs.
- Manage complex negotiations, closing multi-million dollar enterprise deals, and maintaining strong client retention rates.

- August 2012 - January 2017

Regional Sales Manager

Workday / United States, New York, NY

- Built and nurtured relationships with C-suite executives, focusing on HR and finance departments, to successfully negotiate and close high-value enterprise contracts.
- Implemented process improvements that enhanced lead conversion rates by 18% and shortened the sales cycle by 22%.
- Collaborated with product teams to drive product adoption and customer success, ensuring long-term client satisfaction.

PROFESSIONAL DEVELOPMENT

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- **SaaS Sales Mastery** – SaaS Sales Academy, 2022
- **Advanced Enterprise Sales Strategies** – Salesforce, 2020
- **Leadership in Sales Management** – Harvard Business School Online, 2019