

# Belia Stattelman

Account Executive

## Profile

Dedicated Account Executive with 1 year of experience in managing client relationships and driving sales growth. Adept at identifying client needs, developing tailored solutions, and delivering exceptional customer service. Proven track record in meeting targets and fostering long-term business partnerships. Seeking opportunities to leverage strong communication skills and industry knowledge to contribute to the success of a dynamic sales team.

## Employment History

### Account Executive at Salesforce, CA

May 2023 - Present

- Successfully exceeded annual sales quota by 30%, generating over \$2 million in new revenue for the company through effective pipeline management and strategic account planning.
- Established and maintained relationships with 50+ key enterprise clients, resulting in a 95% customer retention rate and securing multi-year contracts worth over \$5 million in total.
- Spearheaded the implementation of a new sales process, increasing overall team efficiency by 20% and reducing the sales cycle time by 15%, ultimately contributing to a 10% growth in the company's market share.

### Associate Account Executive at Oracle, CA

Aug 2022 - Apr 2023

- Successfully exceeded sales targets by 25% in the 2019 fiscal year, generating over \$2 million in revenue for Oracle's cloud services division.
- Established and nurtured relationships with 15 new enterprise clients within a 12-month period, resulting in a 30% increase in the client base for the company's cloud solutions.
- Spearheaded a cross-functional team that developed and executed a highly effective marketing campaign, boosting the overall brand awareness by 20% and driving an additional \$500,000 in sales opportunities.

## Education

### Bachelor of Business Administration in Sales and Marketing at University of Southern California, Los Angeles, CA

Aug 2018 - May 2022

Relevant Coursework: Sales Management, Marketing Strategy, Consumer Behavior, Digital Marketing, Brand Management, Advertising and Promotion, Market Research, Business Communication, and Product Development.

## Certificates

### Certified Professional Sales Person (CPSP)

Dec 2021

## Details

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## Links

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

## Skills

Salesforce proficiency

Cold-calling

Negotiation

HubSpot expertise

Relationship-building

Lead generation

Presentation

## Languages

English

Bengali

## Hobbies

Photography

Gardening

Playing a musical instrument