


Adisyn Dalesandro

Regional Sales Executive

Results-driven Regional Sales Executive with 5 years of experience in consistently exceeding sales targets, driving revenue growth, and expanding market share across diverse territories. Proven expertise in developing and implementing effective sales strategies, fostering strong relationships with key clients, and leading high-performing sales teams. Adept at identifying new business opportunities, negotiating contracts, and delivering exceptional customer service. Committed to driving business success and contributing to the overall growth and profitability of the organization.

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123 Aloha Lane, Honolulu, HI 
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Education

Bachelor of Business Administration in Sales and Marketing at University of Hawaii at Manoa, Honolulu, HI

Aug 2014 - May 2018

Relevant Coursework:
Marketing Strategy, Sales Management, Consumer Behavior, Market Research, Digital Marketing, Advertising, Public Relations, and Brand Management.

Links

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

Skills

Salesforce proficiency



CRM mastery



Market analysis



Territory management



Pipeline development



Negotiation expertise



Presentation skills



Employment History

Regional Sales Executive at Hawaii Medical Service Association (HMSA), HI

May 2023 - Present

- Achieved 120% of annual sales target by securing \$3.5 million in new business contracts and expanding existing client accounts, resulting in a 15% market share increase for HMSA in Hawaii.
- Implemented a comprehensive sales strategy that led to the acquisition of 10 new key corporate clients, contributing to a 25% growth in HMSA's group insurance portfolio within the region.
- Successfully negotiated a high-value contract renewal with a major healthcare provider, ensuring a continued partnership and generating over \$2 million in annual revenue for HMSA.

Associate Regional Sales Executive at Servco Pacific Inc., HI

Aug 2018 - Mar 2023

- Achieved 120% of the annual sales target by closing \$2.4 million worth of deals, contributing to a 30% increase in revenue for the region.
- Expanded the client base by 25% within one year through strategic networking and targeted marketing campaigns, acquiring 50 new high-value clients.
- Successfully negotiated and secured a major partnership with a key distributor, resulting in a 15% increase in product availability and market reach across the region.
- Implemented a comprehensive sales training program for junior team members, leading to a 20% improvement in their individual sales performance and overall team productivity.

Certificates

Certified Sales Executive (CSE)

Sep 2021

Certified Professional Sales Person (CPSP)

Mar 2020

Memberships