

# Clemence Nachbar

Senior Sales Executive

## Profile

A Senior Sales Executive with 5 years of experience in driving revenue growth, building strategic client relationships, and leading high-performing sales teams. Proven track record of consistently exceeding sales targets, identifying new business opportunities, and developing innovative sales strategies. Adept at managing key accounts, negotiating contracts, and collaborating with cross-functional teams to deliver exceptional customer satisfaction. Strong communication and interpersonal skills, with a talent for fostering long-term partnerships and maximizing sales performance.

## Employment History

### Senior Sales Executive at Salesforce, TN

May 2023 - Present

- Successfully exceeded annual sales targets by 35% in 2020, generating over \$3.5 million in revenue for Salesforce TN and contributing significantly to the company's overall growth in the region.
- Developed and maintained relationships with 50+ key enterprise clients, resulting in a 90% client retention rate and securing long-term contracts worth over \$2 million in recurring annual revenue.
- Implemented a strategic sales plan that expanded the company's market share by 20% within the region, leading to the acquisition of 30 new high-value clients and increasing the team's overall performance by 25%.

### Sales Executive at Oracle, TN

Aug 2018 - Mar 2023

- Achieved 150% of annual sales target by closing deals worth \$3 million in revenue, contributing significantly to Oracle TN's overall growth and market share expansion.
- Successfully onboarded and managed 50+ new enterprise clients within a year, leading to a 30% increase in the client base for Oracle TN, while maintaining a 95% client retention rate.
- Collaborated with cross-functional teams to develop and execute targeted marketing campaigns, resulting in a 40% increase in qualified leads and a 20% improvement in sales conversion rates.

## Certificates

### Certified Sales Leadership Professional (CSLP)

Sep 2021

### Certified Strategic Account Manager (CSAM)

Nov 2019

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## Education

### Bachelor of Business Administration in Sales and Marketing at Middle Tennessee State University, Murfreesboro, TN

Sep 2014 - May 2018

Relevant Coursework: Sales Strategies, Consumer Behavior, Marketing Research, Brand Management, Digital Marketing, Advertising, Market Analysis, International Marketing, and Customer Relationship Management.

## Links

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

## Skills

Salesforce proficiency

LinkedIn Navigator

HubSpot expertise

ZoomInfo utilization

Pipedrive mastery

Marketo knowledge

Zoho CRM experience

## Languages

English

Mandarin