

+420 778 031 182
saracaramitti@gmail.com
25 242 Central Bohemia, CZ

Skills

- Upselling strategies
- Objection handling
- CRM proficiency
- Closing techniques
- Social selling
- Strategic prospecting
- Sales analytics
- Sales planning
- Team building
- Competitor analysis
- Pipeline management
- Sales closing
- Relationship selling
- Lead generation
- Territory management

Languages

- English
- Italian
- French
- German

Interests

- MUSIC
- GUITAR
- SONGWRITING
- SPORTS

Certificates

- GDPR Benelux Webinar
- Italy APP Webinar

SARA CARAMITTI

Enterprise and Mid Market Sales Leader

Results-driven sales leader with a passion for fostering relationships and leading diverse teams. Expertise in strategic planning and data analysis, consistently delivering substantial sales growth and operational efficiency across multimillion-euros portfolios.

Work history

Enterprise Sales Team Leader	May 2025
Secfense, Remote	Current
- Developed strategic sales plans, increasing revenue by 30% year-on-year consistently. - Led a team of 10 sales representatives to achieve 150% of annual targets. - Conducted regular training sessions to enhance team skills and product knowledge.	
Team Leader Sales - Mid Market and Enterprise	September 2023
Usercentrics, Prague	April 2025
- Led a team of 10 in driving enterprise sales AEs growth across multiple sectors. - Developed strategic sales plans resulting in a 30% increase in annual revenue. - Implemented a CRM system that improved lead tracking and sales conversion rates. - Mentored junior sales staff, enhancing team performance and morale significantly. - Cultivated relationships with key clients, ensuring long-term partnerships and loyalty. - Identified and converted new business opportunities using market insight, personal network, and collaboration with internal teams. - Built strong relationships with existing clients to maximise account value and identify upselling opportunities. - Created and maintained accurate territory/customer plans, forecasts, and reporting mechanisms.	
Senior Sales Executive	October 2022
The Pipeline Group, Prague	July 2023
- Developed strategic sales plans to exceed quarterly revenue targets consistently. - Built and maintained strong client relationships resulting in 30% repeat business growth. - Led a team of junior sales executives, enhancing overall performance and productivity.	

Sales Manager

Started as Sales Development Represented (SDR) promoted to Senior SDR and Account Executive

- Exceeded my quota which was 15 meetings booked per week, I routinely booked 32 or more per week
- ARR target was 80k USD per month, often achieved 120k USD per month as AE
- Mentored junior sales executives, providing guidance on best practices and strategies for achieving success in the field.
- Facilitated relationships with target accounts through implementation of proven networking methods.
- Leveraged strong negotiation skills to maximize profit margins while maintaining exceptional customer service standards.
- Created prospect rapport by approaching leads and cultivating strong business relationships through sales.
- Managed complex sales cycles, navigating various decision-makers within organizations to secure successful deals.
- Established long-lasting relationships with key clients through effective account management and consistent communication.
- Consistently monitored sales performance metrics, adjusting tactics as necessary to achieve desired results.
- Conducted thorough market research to identify emerging trends, enabling proactive adjustments to sales strategies as needed.
- Facilitated regular team meetings focused on goal-setting, progress updates, and strategy refinement for continuous improvement efforts.
- Performed general reporting utilizing multi-linguistic skills, to write over 200+ pages of technical offers for public tender submissions
- Sourced for profitable partners to attain tenders for a long-term working relationship
- Created a division knowledge base with frequent articles in Confluence
- Provided business consulting to consumers to engage their interest while helping them understand how to use the product
- Promoted to Solutions Manager from Level 2 Engineer
- Generated €20M of revenue through attaining public tenders for Spain and France
- Managed and heavily involved in Italian tenders with a portfolio of about €6M
- Handled customer relations issues, enabling quick resolution, and client satisfaction.
- Increased sales revenue by developing and implementing effective sales strategies.
- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
- Built long-lasting client relationships through excellent customer service and consistent followups.
- Organized regular sales meetings to review progress, share best practices, and set achievable targets for continued success.
- Consistently met or exceeded quarterly sales targets through diligent effort and persistence in closing deals.

Technical Solution Architect

Hewlett Packard Enterprise, Prague

January 2018
December 2018

Technical Translator and Support Associate

January 2011
January 2018

Freelance, Prague

Software Support Specialist

January 2016
December 2017

CDK Global, Prague

Connectivity Analyst

January 2015
December 2016

Clearstream, Prague

IT Level 2 Support Associate

January 2014
December 2015

IBM, Brno

Technical Support Specialist

January 2011
December 2013

Red Hat, Brno

● **Education**

Sales Manager & Engineer

January 2020
July 2022

Thales Digital Identity & Security, Prague, Czech Republic

Bachelor of Arts

January 2009

University "La Sapienza" Roma, Rome

Bachelor Degree University of Rome—History of Art

2007

Completed University-level Coursework: Negotiation Skills and Sales

2023

University of Michigan