



👤 29 years

♂ Male

📍 Chișinău

## TOP Skills

- **Soft skills** · 4 years
- **Responsible** · 4 years
- **Team player** · 4 years
- **Time Management** · 4 years

## Languages

- **Romanian** · Native
- **Russian** · Native
- **English** · Fluent

## Driving licence

Category: B

**Contact details are available for a fee.**

**Details here:**

**<https://www.lucru.md/ru/preтури/cv>**

# Account Manager

## Work experience

**Business Development Manager** · Hoick Telecom · Chișinău

*May 2024 - October 2024 · 6 months*

Led the growth of the SMS business and launched a new voice services segment. Built successful partnerships with telecom operators and retail clients, helping expand the company's reach and market presence.

Skills: Soft skills

**Account Manager** · Capital City Service · Chișinău

*September 2019 - November 2023 · 4 years 3 months*

Developed the A2P SMS (Application-to-Person) business by connecting global internet companies (e.g., Google, Steam, Meta, 1xBet, ASOS) with mobile operators for OTP (verification) and marketing SMS delivery.

Played an important role in growing monthly revenue by 15 times and margin by 11 times in 4 years.

Managed 20-30 active SMS partner accounts, including operators, aggregators, and retail clients.

Attended 2-3 international telecom conferences per year to strengthen existing partnerships and explore new business opportunities.

Researched market trends, regional pricing, legal changes, and exclusivity agreements to stay ahead of industry developments.

Oversaw onboarding of new partners: business case preparation, NDAs, contracts, and technical interconnection.

Skills: Soft skills, Responsible, Team player, Time Management

## Desired industry

- Management

## Education: Incomplete higher

**VIA University College**

*Graduated in: 2019*

Faculty: ICT Engineering

Speciality: ICT Engineering