



👤 26 ani
📍 Chișinău

Datele de contact sunt contra cost. Detalii aici: <https://www.lucru.md/ro/preтури/cv>

Sales Manager

Despre mine

I am a motivated and results-oriented Sales and Account Manager with over 2 years of experience driving revenue growth, managing client relationships, and delivering tailored solutions. I excel at understanding customer needs, negotiating contracts, and identifying new business opportunities. My strong communication skills and ability to work collaboratively with cross-functional teams help me consistently exceed sales targets. I am passionate about continuous learning, adapting quickly to new challenges, and contributing to the success of dynamic organizations.

Experiența profesională

Sales Executive / Account Coordinator · Global Tech Services · Remote

Februarie 2023 - Aprilie 2024 · 1 an 3 luni

Supported sales team in client acquisition and account management.

Prepared proposals and presentations for prospective clients. Maintained accurate records of sales activities and customer interactions in CRM systems.

Assisted in resolving client issues promptly and professionally.

Competențe: Gândire Critică, Leadership, Adaptabilitate, Lucrul în Echipă, Managementul Echipei, Munca Asiduă Și Dedicarea

Sales and Account Manager · Bright Solutions Ltd · Remote

Aprilie 2021 - Iunie 2023 · 2 ani 3 luni

Managed a portfolio of 50+ key accounts, maintaining strong relationships and ensuring client satisfaction.

Developed and executed sales strategies that increased revenue by 30%.

Negotiated contracts and pricing, leading to improved profitability.

Identified upselling and cross-selling opportunities, contributing to a 20% increase in annual sales.

Collaborated with marketing and product teams to tailor solutions for clients.

Competențe: Munca Asiduă Și Dedicarea, Persoană Motivată de

TOP Competențe

- **Gândire Critică** · 3 ani
- **Lucrul în Echipă** · 3 ani
- **Munca Asiduă Și Dedicarea** · 3 ani
- **Persoană Motivată de Succes** · 2 ani
- **Gândire Analitică** · 2 ani
- **Leadership** · 1 an

Preferințe

- Full-time
- Part-time
- Remote

Limbi

- **Română** · Mediu
- **Rusă** · Mediu
- **Engleză** · Fluent

Competențe

- CRM Marketing
- Atitudine Pozitivă
- Atenție la Detalii
- Munca Asiduă Și Dedicarea
- Humble
- Gândire Analitică
- Gândire Critică
- Lucrul în Echipă

Domeniul dorit

- Vânzări / Retail

Studii: Superioare

Taras Shevchenko National University of Kyiv

Absolvit în: 2022

Facultatea: Sciences

Specialitatea: computer science

Cursuri, training-uri

Sales Management

Absolvit în 2019

Organizator: HubSpot Academy