



👤 30 years
 ♀ Female
 📍 Chișinău
 💰 2 000 EUR

Contact details are available for a fee.
Details here:
<https://www.lucru.md/ro/preтури/cv>

TOP Skills

- **Business Development** · 4 years
- **Sales Presentations** · 4 years
- **Communication Skills** · 4 years
- **Customer Communications Management** · 10 months
- **Friendliness** · 10 months
- **Email Management** · 6 months

Preferences

- Flexible
- Full-time
- In-house
- Hybrid

Languages

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

Skills

- Time management
- Ability to learn on my feet

B2B Sales Manager, Sales Manager, Business Development Manager

Work experience

Senior business development manager, International sales · DevelopmentAid · Chișinău

February 2021 - Present · 5 years

Working with b2b clients
 Expanding the database of clients
 Presentation of IT products
 Price negotiations
 Invoicing
 Customer support
 Registering the outcomes in a CRM
 Meeting and exceeding sales targets
 Business trips and company representing on international level

Skills: Business Development, Sales Presentations,
 Communication Skills

Sales representative, German-speaking market · Grafit Holding · Chișinău

September 2021 - February 2022 · 6 months

Cold calling
 Registration of calls outcome in a CRM
 Client negotiation
 Invoicing
 Delivery management
 Customer complaints
 Skills: Email Management, Persuasiveness

Call center operator · Studio Moderna · Bălți

September 2019 - June 2020 · 10 months

Cold calling

Registration of sales outcomes in a CRM

Invoicing

Customer complaints

Delivery management

Skills: Customer Communications Management, Friendliness

Desired industry

- IT, Tech

Education: Higher

Saint Petersburg State University of Culture

Graduated in: 2021

Faculty: Tourism

Speciality: Tour guide

Alecu Russo Balti State University

Graduated in: 2019

Faculty: Foreign languages

Speciality: Translator English-German