



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

Sales manager

Despre mine

Hard skills:

Communication
Foreign languages
Management skills
Copywriting
Leadership
Marketing

Soft skills:

Conflict resolution
Friendliness
Confidence
Empathetic listening
Decision Making
Adaptability
Teamwork
Reliability
Motivated
Ambitious
Time-management
Growth mindset

👤 26 ani
♀ Feminin
📍 Chișinău
💰 10 000 MDL

Preferințe

- Flexibil

Limbi

- **Română** · Comunicare
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Bulgară** · Mediu
- **Spaniolă** · Elementar

Permis de conducere

Categoria: B
Cu automobil personal

Experiența profesională

Sales Manager · Serious Web Development Company · Ереван

Martie 2022 - Aprilie 2023 · 1 an 2 luni

Creating and promoting company profiles on B2B platforms, looking for both in-house projects and outsourcing opportunities, Business relations and collaboration with other IT companies and Digital Marketing agencies

Head of Sales and Marketing at 2 of company's biggest projects (USA and Sri Lanka)

As our company was very small(11 in-house developers and 2 Project Managers), I was in charge of different aspects and roles.

For the first 5-6 months I was in charge mainly of creating and developing company profiles on different B2B platforms (Clutch, YouTeam, Goodfirms, Sortlist), also looking for outsourcing opportunities for our developers.

We closed a big client from USA (food delivery startup) and I

was managing marketing and sales on different stages of this project, I was also writing all the texts for the website and application; putting together the presentation for investors and potential partners; and later on looking for and contacting all the restaurants and peoples who were supposed to sell the food on out platform.

At the same time we started working on our in-house project with partners from Sri-Lanka, developing classified advertising website in Sri-Lanka. I was performing Project Manager duties on this project as well, I was working on all the categories and sub-categories, search filters, writhing an Excel document for the developers with all the information and search filters.

I was in charge of Marketing and Sales as well.

I was in the Management team on both of this projects.

Also, I was performing interviews with potential developers both in-house and freelancers

Senior Cabin Crew · Wizz Air

Noiembrie 2016 - Aprilie 2019 · 2 ani 6 luni

Ensuring safety for the passengers;

Communications with Flight deck, other Cabin Crews, Handling agents, catering, police, ambulance and of course -passengers;

Taking care of documentation on board;

Solving or better preventing any conflicts with passengers; providing the best service possible;

In charge of all the cabin and the cabin crew, being a good leader and ensuring teamwork;

In charge of sales on board and the money;

Performing inventory of the products;

Recurrent Sales trainings, Customer Service Trainings and CRM trainings

Studii: Superioare

USM

Absolvit în: 2016

Facultatea: Economics

Specialitatea: Marketing and Logistics