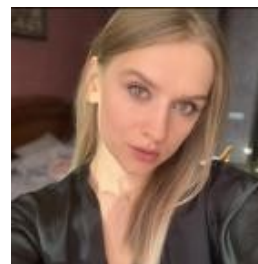


## Sales manager

Женщина, 26 лет, высшее образование.



**Контактные данные соискателя доступны только на платной основе. Подробнее по ссылке: <http://www.rabota.md/cv/>**

Зарплата	10000 MDL
График работы	Удаленная работа / Freelance
Кишинев	Кишинев
Командировки	готов к командировкам

## Опыт работы

3 года и 6 месяцев

март 2022 - апрель 2023  
1 год и 1 месяц

### Sales Manager

**Serious Web Development Company**  
(Ереван), Продажи

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

ноябрь 2016 - апрель 2019  
2 года и 5 месяцев

### Senior Cabin Crew

**Wizz Air**  
(Кишинев), Туризм, гостиничное дело

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

## Образование

## Высшее образование

по 2016

USM, Economics  
Marketing and Logistics

## Ключевые навыки

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

## Владение языками

Русский	Родной
Румынский	Разговорный
Английский	Свободно владею
Болгарский	Средний
Испанский	Базовый

## Дополнительная информация

Командировки	готов к командировкам
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Гражданство	Молдова, Болгария
Водительские права	В
Личный автомобиль	есть личный автомобиль