

# Business Development Manager

Femeie, 35 ani, superioare studii.

Datele de contact ale candidatului sunt contra cost. Detalii aici: <http://www.rabota.md/cv/>

Salariu	25000 MDL
Program de lucru	Full-time
Chișinău	Chișinău
Calatorii de afaceri	disponibil pentru detașări de serviciu

## Experiența de muncă

2 ani și 2 luni

martie 2022 - până în prezent  
2 ani și 2 luni

### Business Development Manager

**Stefanini Group**  
(Chișinău), IT, Internet

Identifying new opportunities and managing the entire sales cycle from prospecting to close  
Managing the end-to-end process of creating and delivering accurate pricing to clients, ensuring high levels of customer satisfaction  
Efficiently presenting and delivering all information to potential clients  
Managing the full sales cycle for renewals, upsell and cross-sell  
Leading prospecting and lead generation efforts through a combination of outreach campaigns, cold calls, networking, and market analysis.  
Establishing and nurturing strong relationships with key decision-makers, earning trust and facilitating long-term partnerships.  
Representing the company at industry conferences and networking events, expanding brand presence and industry connections.

## Education

Studii superioare

până în 2011

Odessa I. I. Mechnikov National University, Ukraine., Faculty of Romance and Germanic Philology  
English and German languages and literature Philologist

## Instruire continua, cursuri de formare

## Competente-cheie

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- English/German/Russian/Ukrainian
- Inbound Sales
- Outbound sales
- Cold Calling
- Email Marketing
- LinkedIn/SalesMavigator prospecting
- Prospecting/Lead Generation
- Experience with full sales cycle
- Negotiations
- Presentations

## Competente lingvistice

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Rusa	Materna
Romana	Nu cunosc
Engleza	Fluent
Germana	Medium

## Informații suplimentare

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Calatorii de afaceri	disponibil pentru detașări de serviciu
Cetățenie	Ucraina