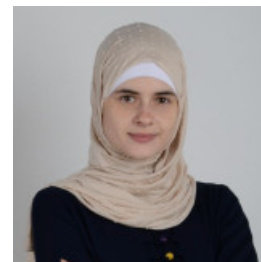


Smaliichuk Valeriia

★ SALES MANAGER, 80 000 ГРН.

🔄 17 сентября
2024

📍 Город: [Киев](#)



Возраст: 28 лет

Режим работы: полный рабочий день, удаленная работа, дополнительный заработок

Категории: IT, WEB специалисты, Торговля, продажи, закупки, Другие предложения

[Войдите](#) или [зарегистрируйтесь](#) на сайте как работодатель, чтобы видеть контактную информацию.

Опыт работы

Sales Operations Manager

Vidby (AI-powered translation, dubbing & subtitling), Швейцария

10.2023 – 09.2024 (11 месяцев)

Обязанности:

- Generate regular reports on sales performance, pipeline, and forecasts.
- Implement improvements in the sales workflow based on the best practices.
- Align CRM with business processes and train the sales team to use it effectively.
- Lead SDR team and collaborate with sales leadership to set sales targets and goals.

✓ Есть рекомендации с данного места работы

Senior Business development manager

Revenue Grid (Revenue Intelligence powered by AI), США

01.2020 – 11.2023 (3 года 10 месяцев)

Обязанности:

- Generate high-quality sales leads and new business opportunities.
- Set up demos, qualify prospects, and provide feedback to the marketing team.
- Use email automation to design cadences with high open & reply rates.
- Mentor new team members during their probation with leadership's guidance.

✓ Есть рекомендации с данного места работы

Senior Sales Manager

DP World (SaaS Solutions for Logistics), Одесса

01.2019 – 11.2021 (2 года 10 месяцев)

Обязанности:

- Exceeded KPIs by 30% for the year and tripled revenue in the 2nd year in this role.
- Developed a partnership program that averaged 20 new clients per month.
- Skillfully resolved clients' technical and financial inquiries.
- Negotiated and secured enterprise contracts across AMER, EMEA, and APAC.

✓ Есть рекомендации с данного места работы

Business Development Manager

Gallantra (IT Outsourcing), Одесса

05.2018 – 01.2019 (8 месяцев)

Обязанности:

- Generate leads via networking, cold calling, LinkedIn and build long-term ties.
- Develop outreach strategies and create compelling proposals.
- Implemented customer retention program that reduced churn by 10%.
- Understand clients' needs and provide tailored solutions.

Sales Representative

BWT GROUP LTD (Logistics), Запорожье

08.2011 – 09.2014 (3 года 1 месяц)

Обязанности:

- Formed key partnerships with trucking companies, boosting annual revenue by 20%.
- Kept tabs on competitors and market trends to strengthen our value proposition.
- Successfully expanded into new markets, achieving overall 15% sales growth.
- Advanced from intern to a high achiever within two years in this role.

Образование

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Знание языков

Английский - Продвинутый (свободно), Украинский - Профессиональный (эксперт), Немецкий - Ниже среднего

Дополнительная информация

Знание компьютера, программ: TECH STACK: Project Management: Notion • Worksection • Miro Productivity & Collaboration: MS Office CRM: HubSpot • Salesforce • Microsoft Dynamics 365 Graphic Design: Canva ABM: 6sense Email & LinkedIn Automation: LinkedIn Sales Navigator • Octopus Lead Gen & Data Enrichment: Surfe • Apollo.io Intent Data: Cognism Zoominfo etc. Sales Engagement: SalesLoft • Gong

Личные качества, хобби, увлечения, навыки: SKILLS: Communication • Negotiation & Closing • Presentation • Customer Centric Approach • Sales Process Optimization • Team Collaboration • Tech Savviness • Problem-Solving • Training & Support • Data Analysis & Reporting • Sales Forecasting • Performance Analysis | Efficient Planning

Цель поиска работы, пожелания к месту работы: 1. Build strong connections with clients to ensure they have the best possible experience. 2. Support the team in growing and thriving together, not just co-existing. 3. Focus on long-term success while embracing opportunities for growth within the compan