



👤 30 years  
 ♀ Female  
 📍 Chişinău  
 💰 2 000 EUR

## 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

**Contact details are available for a fee.**  
**Details here:**  
<https://www.rabota.md/ro/prices/cv>

# B2B Sales Manager, Sales Manager, Business Development Manager

## Work experience

**Senior business development manager,**  
**International sales** · DevelopmentAid · Chişinău  
*February 2021 - Present · 4 years 10 months*

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 · Chişinău  
*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 · Bălţi  
*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