



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

## Sales | Account manager

### About me

- Project management
- Time management
- Strong decision maker
- Complex problem solver
- Service-focused
- Communication
- Organizational skills
- Multi-tasking ability
- Sales forecast
- Market study
- Fast learner
- Creative

### Work experience

**Senior Open Banking Solutions consultant** · Salt Edge · Chişinău

*March 2025 - Present · 5 months*

Skills: Qualification, Onboarding, Prospecting, Sales

**Middle Open Banking Solutions consultant** · Salt Edge · Chişinău

*September 2023 - March 2025 · 1 year 6 months*

- Building initial relationships with the potential customers, being a first point of contact for the customer.
- Preparing analytical reports.
- Introducing Salt Edge Company and Products to future customers.
- Building Outbound/Prospecting processes on SDR level from scratch
- Identification of new use cases for Open Banking by deep market research and close communication with future customers.
- Establishing new business relations and increasing Salt Edge brand awareness via outbound means LinkedIn, Prospecting, Bringing new ideas for marketing.

👤 25 years

♂ Male

📍 Chişinău

💰 1 600 EUR

### TOP Skills

- **Sales** · 2 years
- **Prospecting** · 1 year
- **Prospecting tools** · 1 year
- **Analytics** · 1 year
- **Organization** · 1 year
- **Qualification** · 1 year

### Preferences

- Full-time
- Hybrid
- Remote

### Languages

- **Romanian** · Medium
- **Russian** · Fluent
- **English** · Communication

Skills: Prospecting tools, Prospecting, Analytics, Organization, Sales

**Open Banking Solutions consultant** · Salt Edge · Chişinău

*November 2022 - September 2023 · 11 months*

Skills: Lead Generation, Qualification, Sales

**Middle Account manager** · Unifun · Chişinău

*July 2021 - November 2022 · 1 year 5 months*

- Managing team of account managers(2 employees)
- Building sales strategy for the team and tracking their achievements
- B2B sales of a tailored and brand new digital product developed by Unifun
- Close communication with product manager
- B2B sales.
- Projects launching follow up (From the selling stage till the commercial launch).
- Follow up of launched projects
- Upsell/Cross sell
- Research and Analyze the client in order to offer the most suitable services to MNO.
- Search for new contacts.
- Contracts analysis and preparation.
- Financial analysis and support.
- New solution analysis and selling.
- Marketing analysis.
- Direct and Indirect communication with clients via emails and phone.
- Preparation of Business cases.
- Preparation of the analytical reports of the MNO's.
- Reply to campaign management.

**Customer Support Specialist** · Impostar Service SRL · Chişinău

*June 2019 - March 2020 · 9 months*

- Consultation of customers via phone (RU/EN).
- Quality assurance of the net projects.
- Resolution of customer problems by reporting to the IT team.
- Conversation with the customers via chat platform (RU/EN).
- Follow up net projects' workability.
- Preparation of statistical reports.
- Consultation of customers regarding the recharge of the account.

## **Desired industries**

- IT, Tech
- Telecommunications
- Logistics / Transport

## **Education: Incomplete higher**

### **UTM**

*Currently studying*

Faculty: Computers and Microelectronics

Speciality: Computers and Networks