



👤 26 ani
 ♀ Feminin
 📍 Chișinău

Preferințe

- Full-time

Limbi

- **Română** · Comunicare
- **Rusă** · Fluent
- **Engleză** · Fluent

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

Project Manager, Account Manager, BDR

Despre mine

curious, fast-learner, open-minded;
 love travelling and sports.

- Intercultural communication and Relationship building
- Time Management
- Adaptability
- Proactivity
- Problem-Solving
- Lead Generation Strategies (Email Marketing, Social Media).
- Independent user of MS Office
- Experienced with CRM (Hubspot & Salesforce)

Experiența profesională

Sales Development Representative · Stefanini · Chișinău

Martie 2022 - Prezent · 3 ani 5 luni

As an SDR I am taking care of the lead generation process - starting from research, identifying potential leads/companies/markets, writing scripts, prospecting via different channels and ending with setting up appointments. A significant part of my work also implies constant collaboration with different departments (presales, marketing, IT), and generating weekly reports for the whole Inside Sales team to help optimize lead generation efforts and improve overall performance.

Considering the fact that there was no Inside Sales team before, we've managed together to set up the whole lead generation process, including the tools and strategy, and schedule 2-6 meetings per month.

Sales Development Representative · Deep Knowledge Group · Chișinău

Iunie 2021 - Martie 2022 · 9 luni

As an SDR I was mostly focused on research and prospecting via LinkedIn.

Studii: Superioare

Babes-Bolyai University

Absolvit în: 2020

Facultatea: Faculty of Business

Specialitatea: Business Administration

Ecole de Management de Normandie

Absolvit în: 2020

Facultatea: International Business

Specialitatea: International Management