



👤 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 3 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