



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

- 👤 20 ani
- ♂ Masculin
- 📍 Chișinău
- 💰 **15 000 MDL**

Preferințe

- Flexibil

Limbi

- **Română** · Fluent
- **Rusă** · Elementar
- **Engleză** · Fluent
- **Germană** · Elementar

Copywriter

Despre mine

Versed in consumer psychology, sales, negotiation, classic/modern direct response marketing strategies.

I love sales & marketing, and always looking to tackle big challenges.

I embrace hard work and live closely to my values, And would love to help your business grow in whatever way I can bring

There are 2 main skills I possess.

I will list them below, along the people I studied from, so you may better understand the approach I take to my work:

SALES:

- sales skills
- SPIN
- negotiation skills
- crisis negotiation skills

From both experience & the following teachers: Chris Voss, Brad Lea, Cole Gordon, Andy Elliott, Grant Cardone

MARKETING:

- Funnel Building
- Copywriting
- Organic Marketing
- CRO
- Facebook Ad Creation
- SOPs to Lowering CPAs
- SOPs to Increasing ACVs

From both experience and Russel Brunson, Dan Kennedy & Eugene Schwartz

Experiența profesională

Freelance Marketer & Copywriter · Freelance · Chișinău

Februarie 2024 - Prezent · 1 an 5 luni

- cold called & cold emailed business owners
- built rapport and understood pains & desires over call
- understood the business's current marketing plan, & worked towards improving it
- wrote sales pages
- wrote sales emails

- wrote email sequences
- built funnels
- segmented audiences based on the awareness level
- brought in organic traffic through Instagram & TikTok

Sales Representative · TBC · Chişinău

August 2023 - Ianuarie 2024 · 6 luni

- Sold Business-Class Airline tickets
- Handled inbound hot leads
- Handled inbound warm leads
- Understood the lead's pain points, hopes & desires on a deep level, exact destination preferences & other important info
- Acquired vital information for a successful sale while building rapport with the lead
- Searched for (mainly) business class flights across GDS
- Built strong business relationships & trust with the leads so they would become a repeat customer
- Successfully handled objections, often closing the sale in the same call
- Successfully handled both larger and smaller lead inflows
- Negotiated price & price expectations

Direct Response Marketing Director · Eyeecandy LTD · Peste hotare

Ianuarie 2022 - Septembrie 2023 · 1 an 9 luni

- Done Market Research over various forums (including Reddit) to better understand the VoC
- Realized & Implemented omni-channel marketing campaigns based on segmentation
- Wrote email sequences to ascend leads on higher funnels
- Wrote engaging "Seinfeld-Style" email newsletters to ascend leads (Up to 21% CTR)
- Wrote the email indoctrination sequence to break down negative beliefs and educate leads on the brand
- Strategized, Implemented & Improved new and existing funnels

Sales Representative · Business Skies · Chişinău

Aprilie 2023 - Iunie 2023 · 3 luni

- Sold Business-Class Airline tickets
- Handled inbound hot leads
- Handled inbound warm leads
- Understood the lead's pain points, hopes & desires on a deep level, exact destination preferences & other important info
- Acquired vital information for a successful sale while building rapport with the lead
- Searched for (mainly) business class flights across GDS
- Built strong business relationships & trust with the leads so

they would become a repeat customer

- Successfully handled objections, often closing the sale in the same call
- Successfully handled both larger and smaller lead inflows
- Negotiated price & price expectations

Studii: Elev(ă)

Cursuri, training-uri

Marketing

Studiez la moment

Organizator: ULIM