



👤 30 years
 ♀ Female
 📍 Chişinău

Preferences

- Full-time

Languages

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

Driving licence

Category: B
 With personal auto

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

Recruiter

About me

With 6 years in international companies, I've gained expertise in sales (2+ years) for the USA and Europe markets and sourcing (3+ years) for local MD, Europe, and USA markets. Proficient in CRM systems, LinkedIn, Indeed, and Zoominfo, I excel in cold emails, email campaigns, and SMM, including content creation. I am eager to learn and ready to take on new challenges. I am excited about the opportunity to grow within a dynamic company and to contribute my skills and enthusiasm.

Work experience

Business Development Manager · IG Team · Chişinău

May 2022 - Present · 3 years 5 months

Recruiter:

- Source potential candidates for the MD and USA markets via LinkedIn, Indeed, and Facebook.
- Coordinate and schedule interviews with candidates.
- Maintain and update recruitment databases.
- Partner with managers to develop effective recruitment strategies.
- Assist with the onboarding process for new hires.
- Brainstorm innovative ideas to attract potential candidates.

Social Media Manager (SMM):

- Oversee all social media accounts, including Facebook, LinkedIn, and Instagram.
- Create engaging and dynamic content for various social media platforms.
- Interact with followers through conversations on Facebook and Instagram.
- Strategically increase brand awareness and online presence.

Assistant to General Manager:

- Enter data, maintain databases, and keep accurate records.
- Manage internal and external requests on behalf of the General Manager.

Office Administrator:

- Order office equipment, airplane tickets, and gifts for customers.
- Prepare gifts for employees.
- Organize corporate parties and events.

- Decorate the office for various occasions.

Sales Development Representative · GoParrot · Chişinău

July 2021 - April 2022 · 10 months

GoParrot is an American startup that helps restaurants connect directly with their guests through our digital ordering solution.
<https://www.goparrot.ai/>

Business Development Manager · Key IVR · Chişinău

January 2021 - June 2021 · 6 months

Key IVR are a privately owned business offering automated payment services in the UK and internationally through Europe and into the United States.
<https://www.keyivr.com/>

Lead Generator · Key IVR · Chişinău

November 2019 - January 2021 · 1 year 3 months

<https://www.keyivr.com/>

Research Analyst · Pedersen & Partners · Chişinău

October 2018 - November 2019 · 1 year 2 months

Pedersen & Partners is a leading global Executive Search and Leadership Consulting firm.
<https://www.pedersenandpartners.com/>

Education: Incomplete higher

Universitatea de Stat „Alec Russo” din Bălţi

Graduated in: 2018

Faculty: Bachelor's degree, Foreign Languages and Literatures, General

Speciality: English and German languages