



Tomas
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Vilnius

SUMMARY

I have 7 years of experience in sales, working with major retail chains such as Depo, Ermitažas and other. In my professional career, I have been responsible for product distribution, building long-term relationships with existing and potential clients, participating in the organization of introducing new products to foreign markets, and contributing to the company's participation in international exhibitions in Germany, France, Italy, and the United Kingdom. With the help of artificial intelligence, I improved operational processes, reducing my workload by 60%.

In my professional activities, I am responsible and creative. Achieving agreed results and performing tasks with quality are essential to me. I always strive to see the bigger picture, aim for process efficiency, and easily engage in conversations with diverse people. I am highly proficient in Excel, capable of optimizing data effectively.

EXPERIENCE

- Sales manager
UAB Trijų artelė

2017 - 2024

 - Product distribution and sales execution with major retail chains (Depo, Moki-Veži, Ermitažas, Optimera and other), introduction of new products to foreign markets (Baltic states, Scandinavian countries, Romania, France and other);
 - Professional communication with existing and potential clients to introduce new products, ensure high-quality after-sales service, and build long-term relationships;
 - Organization of the company's participation in international exhibitions in Germany, France, Italy, and the United Kingdom to attract new partners and strengthen the company's image in the market;
 - Successful automation of part of the sales processes using artificial intelligence, reducing my workload by approximately 60%;
 - Collaboration with the production team and suppliers to ensure uninterrupted production, as well as with managers to develop new products and create company growth strategies;
 - Knowledge of REACH, CLP, and other EU regulations governing the production and trade of chemicals, preparation of safety data sheets, and product registration.
- Video editor
UAB Rijeka

2015 - 2017

 - Providing video editing services for television programs and reports, ensuring a smooth flow of the visual narrative and high technical quality;
 - Using Adobe suite programs to achieve flawless visual production quality;
 - Color correction, sound and effects mixing, ensuring the aesthetic consistency of the production and its compliance with television standards;
 - Task planning and execution within specified deadlines to deliver the final product on time, according to LRT quality standard;
 - Responsibility for managing LED screens during live broadcasts, ensuring technical smoothness during live transmissions.

SKILLS

Adobe Good MS Office Good

LANGUAGES

English Fluent