

FEDIR SOFRONOV

Objective: Sales Manager

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Zhytomyr



EDUCATION

Zhytomyr music professional college named after V. S. Kosenko

2018 - 2021

Junior specialist, Orchestra Wind and Percussion Instruments. (Flute)

Luhansk State Academy of Culture and Arts Luhansk

2021 - 2023

Bachelor's degree, Orchestra Wind and Percussion Instruments

WHY ME?

- Knowledge of the Upwork freelance market
- Communication skills
- Negotiation skills
- Problem-solving skills
- Organization and time management skills
- Strong analytical skills
- Ability to construct hypotheses and test them

AWARDS & CERTIFICATIONS

- Project management in IT (Taras Fedorchuk)
- An IT product from scratch: where to start and how to develop it?
- Crypto-financial literacy from Qmall

PERSONAL DATA

All of my referral clients from my previous jobs write to me every day to consult or chat. I have extensive experience in the B2B/ B2C Sales industry, including Upwork lead generation process. I am knowledgeable about the latest Sales trends and understand the nuances of the Sales processes. I pride myself on my ability to negotiate the best deals for my clients. I am highly organized, detail-oriented, and have strong communication skills.

WORK EXPERIENCE

LEAD GENERATION MANAGER

Giraffe Software Company

August 2023 - Present

- Created hypotheses that increased the viewing rate to 60%
- Formed new customer person
- Keeping records in the CRM system
- Searching for new communication channels with clients
- Pre-sales process

SALES MANAGER

Easy 3D print

February 2022 - September 2023

- Head of Casting Sales department
- Could Sales
- Prepared contracts and documents for transactions
- Conducted market research on local 3d printing trends
- Managed client database and contact information