ZAKHAVAI ALIAKSANDR

Professional Sales Management

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WORK EXPERIENCE

Owner
GOLDEN HILL LLC
March 2017 - August 2023 | 6 years
Sales Development

- Founded and managed GOLDEN HILL LLC, overseeing all aspects of the business operation.
- Led strategic planning, sales development, and client relationship management to drive growth and profitability.

Owner
Orion-Group
April 2016 - May 2016 | 2 months
Sales Development

- Founded and operated Orion-Group, focusing on sales development and market expansion efforts.
- Successfully initiated and executed sales strategies to establish the business in a competitive market.

Director of the Trading House
KAMAKO
February 2013 - 2016 | 3 years
Sales Development

- As Director of the Trading House at KAMAKO, played a pivotal role in overseeing and managing sales operations.
- Led a team responsible for driving sales growth and expanding market presence.
- Developed and executed sales strategies that resulted in a significant increase in revenue during the tenure.
- Contributed to building and maintaining strong client relationships, ensuring long-term customer satisfaction.

Owner
Production Associated with the Production of Sauces
2008 - 2012 | 4 years

- Founded and operated a production company specializing in the manufacturing of sauces.
- Managed all aspects of the production process, including sourcing ingredients, quality control, and distribution.

EDUCATION

Kozminski University

Executive MBA, International Economic Relations Commerce Management
Mar 2013 - May 2015
https://www.kozminski.edu.pl

SKILLS

Sales Strategy Development:
Proficient in crafting and implementing comprehensive sales strategies, including market segmentation, product positioning, and pricing strategies. Skilled at adapting strategies to evolving market conditions and customer preferences.

Team Leadership:
Adept at leading and inspiring sales teams to peak performance. Experienced in setting clear goals, providing constructive feedback, and fostering a collaborative and results-driven work culture.

Client Relationship Management:
Exceptional relationship-building skills with a focus on understanding client needs and delivering exceptional customer experiences. Proficient in managing key client accounts and ensuring long-term satisfaction and loyalty.

Revenue Growth:
Demonstrated ability to drive revenue growth through a combination of new business development, upselling, and cross-selling strategies. Skilled in analyzing sales data and identifying opportunities for increased profitability.

Market Analysis:
Highly analytical with a deep understanding of market dynamics. Capable of conducting market research, competitor analysis, and demand forecasting to inform strategic decisions and stay ahead of industry trends.

Negotiation:
Seasoned negotiator with a strong track record of securing advantageous deals. Proficient in contract negotiations, pricing discussions, and resolving conflicts to achieve mutually beneficial outcomes.

Data-Driven Decision-Making:
Proficient in leveraging data analytics tools to make informed sales and marketing decisions. Skilled in measuring key performance indicators (KPIs) and using data insights to refine strategies and tactics.

Customer Acquisition:
Experienced in identifying and targeting potential customers through lead generation, prospecting, and outreach. Effective in converting leads into loyal customers through persuasive communication and relationship-building.

Strategic Planning:
Capable of creating and executing long-term sales plans aligned with organizational goals. Proficient in setting objectives, developing action plans, and evaluating outcomes to ensure continuous improvement.

Presentation and Communication:
Strong presentation skills with the ability to articulate complex ideas clearly and persuasively. Effective communicator in both written and verbal forms, fostering effective collaboration with clients and teams.