



Yuliia Bezpala

Project manager

CONTACTS

- Phone, Viber, Telegram:
+38 (066) 30-40-575
- Email:
julia_parasochka41312@ukr.net
- Address: Kharkiv, Ukraine
- Skype: julia_parasochka
- LinkedIn:
<https://www.linkedin.com/in/yuliia-bezpala-8a59ab107/>

NOTABLE SKILLS

- Knowledge of English at B1 level;
- Native Ukrainian/Russian;
- Base knowledge: SW development process, technical terms, project documentation; Scrum, Waterfall, Kanban; Quality management; Cost management and budget calculation; Team management and communication; Scope management; Schedule and Risk management, etc;
- Hobbies: travel, reading (professional, psychological, and motivation books), English learning, fitness.

EDUCATION HISTORY

- A-Level, Project management (2022)
- English dom, 20 hour summer speaking intensive (2022)
- New Tone, English courses (2018-2019)
- Source IT School, Sales manager courses (2018)
- National Pharmaceutical University, Master of quality, standardization, certification (2010-2011)
- National Pharmaceutical University, Specialist, Pharmacist-cosmetologist (2005-2010)

Work History:

LEAD GENERATION SPECIALIST AT TEAM INTERNATIONAL

2021-now

- Generating relevant leads via LinkedIn (Sales Navigator) in the USA and EU markets;
- Writing personalized emails;
- Create and test new messaging to improve campaign performance;
- Building the follow-up message chains;
- Communicating with leads before holding an intro call;
- Keep the relationship with prospects;
- Keep prospects' data up-to-date in the CRM system;
- Setting intro calls and working closely with Sales Executives;
- Participating in intro calls with prospects and Sales managers.

AREA UKRAINE SALES MANAGER AT TRIUMPH INTERNATIONAL POLSKA SP. Z O.O. WARSAW

2020-2021

SALES MANAGER - UKRAINE, EU AT MAMIN DOM

2013-2020

SALES MANAGER AT AMETRIN FK

2010-2013

Over 11 years in the sales area I have gotten the following outstanding skills:

- Building strong relationships with different customers (foreign and domestic, small-size and national chains);
- Problem-solving and risk management;
- New employees mentoring;
- Effective relationships with different company departments to satisfy customer needs;
- Negotiation and holding professional presentations;
- Business trips and personal meetings with customers;
- Accomplishing KPIs;
- Time management and fast learning.