

Nazarova Anastasiia

Business development, customer support and sales

- LinkedIn: [Nazarova Anastasiia](#)
- Email: anastasiia.nazarova@icloud.com
- Phone: +380960606009
- University: Odessa I.I.Mechnikov National University
- QA Courses: Hillel Manual QA 2023



Experienced in digital transformation for maritime business. Currently looking for a position of Business Analyst, Business development, sales.

Experience

- 2021-currently - Head of Business Development at Shipnext
- 2019-2021 - Sales and Business Development manager at Shipnext

Skills

- Knowledge of business processes;
- Specialize in business development;
- Product demonstrations & operational support;
- Working in CRM systems, HubSpot;
- Supporting investor relationships and fundraising;
- Proficient in project coordination, management & workflow optimization;
- Test documentation: User story, check-lists, test reports;
- Test design techniques;
- Bug reports, Jira;
- Testing principles;
- Model OSI, HTTP, client-server architecture;
- Tools: ChromeDevTools, Charles, Postman;
- Basic HTML, CSS;
- API testing;
- Web/Mobile testing;
- Basic Java;
- Operational systems: MacOS, Windows;

Languages

- English - advanced

- German - professional
- Ukrainian - native
- Russian - native
- Turkish - conversational