Nazarova Anastasiia

Business development, customer support and sales

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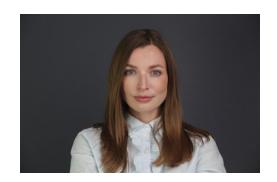
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• Phone: +380960606009

• 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