

Mustafa Munla

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Profile

Results-driven professional with extensive experience as a Partners Management team leader. Proven track record of successfully overseeing and coordinating partner relationships to drive business growth and achieve organizational objectives. Seeking a challenging role where I can leverage my leadership skills and strategic mindset to contribute to a dynamic team.

Work Experience

present Paris, France	Partners Managment Team Leader Azureo Telecommunications <ul style="list-style-type: none">• Led a team of partners to exceed sales targets by 20% through effective coaching and motivation.• Implemented new strategies for partner recruitment, resulting in a 15% increase in the number of new partnerships.• Collaborated with cross-functional teams to streamline communication and improve efficiency in partner management processes.• Conducted regular performance reviews and provided constructive feedback to team members to drive continuous improvement and professional development.
11/2022 – 02/2023 Paris, France	Partners Managment Team Associate Azureo Telecommunications <ul style="list-style-type: none">• Developed and executed strategic plans to increase partner engagement and drive revenue growth.• Collaborated with cross-functional teams to ensure successful onboarding and training of new partners.• Conducted regular performance reviews and provided feedback to partners to optimize their performance.• Managed a portfolio of key partner accounts, fostering strong relationships and identifying opportunities for expansion.

Education

09/2014 – 04/2020 Nicosia, Cyprus	Pharmacy M.Pharm Cyprus International University
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