

# Plit Baravi

Barcelona, Spain · [fbaravi121@gmail.com](mailto:fbaravi121@gmail.com) · Tel.: +34(664) 587 841 · <https://www.linkedin.com/in/philip-baravi-2b2a521a2/>

## Work Experience

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### Sales Coordinator

LLC Center for International Business Cooperation "Saliz"

November 2023 - May 2024

- Facilitated the export of construction and commercial transport vehicles, including dry vans and dump trucks, from China to Russia, enhancing regional market penetration and revenue growth. Prepare, update and dispense the daily route schedule
- Managed communication with clients in Russia to understand requirements and ensure satisfaction, while coordinating with suppliers in China to streamline procurement and delivery processes. Assists with scheduling workflow for drivers
- Utilized office software (Microsoft Word, Excel, and Adobe PDF) to prepare sales documentation, track logistics, and maintain accurate records of transactions and communications.

### Transportation Dispatcher

Trust Wheels LLC

November 2021 - August 2022

- Work with drivers to establish routes for timely deliveries
- Prepare, update and dispense the daily route schedule
- Work directly with clients, providing excellent customer service when responding to customer inquiries
- Assists with scheduling workflow for drivers
- Ensure route completion via the driver check-in process

### Sales Representative

Commercial Capital Training Group

November 2020 - June 2021

- Closed new deals by negotiating contracts
- Aligning selling prices with company guidelines
- Submitting detailed proposals and questions to customers
- Identified new ideas by researching industry

### Front End Developer

Georgian Technical University

February 2020 - August 2020

- Implemented landing pages from concept through deployment
- Standardized all output with responsive approach and strategy
- Stack: HTML, CSS, Javascript, jQuery, Bitrix24

### Front End Developer

Georgia Travel Guide

January 2020 - March 2020

- Assessed UX and UI designs for technical feasibility
- Collaborated with product team members to implement new feature developments
- Stack: HTML, CSS, Bootstrap, Javascript, jQuery, Google Maps API

## Skills

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Negotiations / Problem Solving / Competitive Analysis / Target Achievement / Resource Allocation / Customer-Focused / Strategic Planning  
Web Development : HTML5 / CSS3 / Javascript / React / jQuery / Bootstrap / Bitrix / Wordpress / Elementor  
English: C1  
Russian: Fluent  
Georgian: Fluent  
Spanish: Beginner

## Bachelor Of Computer Science

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University Of Georgia  
2018 - 2022

Tbilisi, Georgia