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Career objective

Looking for a full-time job as Sales Manager (SDR, Lead generation). I want to find a successful, promising company where I can implement and develop my skills. For me, the priority is self-development and the opportunity to learn from colleagues with extensive experience.

Hard Skills

- Knowledge of SDLC for sites and web applications
- Ability to build relationships with clients
- Experience in sales via LinkedIn, Upwork
- Experience in selling outstaff services for long-term engagement
- Strong communication and interpersonal skills
- Strong negotiation skills
- Ability to handle objections and resolve issues with clients
- Ability to work in a team environment
- Ability to work and learn at a fast pace
- Focused and goal-oriented

Education



National Aerospace University - 'Kharkiv Aviation Institute'

Master of Engineering - MEng, Aircraft Powerplant Technology/Technician

1999 - 2005

Licenses & Certifications



IT Sales - Source IT

Nº10/21-7339



Project Management - Hillel IT School

96340082



Jira Fundamentals Badge - [Atlassian](https://www.atlassian.com/certification/jira-fundamentals)

Experience



Sales Development Manager

Hygge Software

Nov 2022 – Present



Lead generation, IT Consultant

Requestum

Dec 2021 - Nov 2022

Lead generation and customer search, negotiations with clients



Lead generation, IT Consultant

Hilditönn

Oct 2021 - Dec 2021 (part-time, withing of the training program) Lead generation and customer search through LinkedIn, UpWork

There is a successful experience in finding and attracting clients, signing a contract, communicating with clients and successfully completing a project.

More than 15 years of experience in sales (not IT)

MixMobile

I have extensive experience in sales (wholesale and retail). Experience in creating and building sales and purchasing departments, negotiating and solving problematic issues with clients. Many years of experience in managing own company and a team of up to 10 people.

Soft Skills

- Fast learner
- Teamwork
- Good communication skills
- Stress resistance
- Good sense of humor)

Languages

English – **Intermediate**. I have a great desire and motivation to learn English and reach a higher level of language proficiency.

Hobbies

Tennis, Gym, Bike. My new hobby is programming - here you can see my first steps and result