**Email:** giorgi.kapanadze@example.com  
**Phone:** +995 598 112 345  
**Location:** Zugdidi, Georgia

**Professional Summary:**

Experienced **Sales Manager** with **5 years of experience** in B2B sales, customer relations, and business development.

**Work Experience:**

**Sales Manager** – GlobalTrade *(2019 - Present)*

* Managed a portfolio of **30+ corporate clients**, increasing sales by **40%**.
* Led a team of **5 sales representatives**, coaching and training them.
* Negotiated contracts and closed high-value deals.

**Education:**

**Bachelor’s in Business Administration** – Caucasus University *(2014 - 2018)*

**Skills:**

* B2B & B2C Sales
* Lead Generation
* CRM (Salesforce, HubSpot)
* Negotiation & Persuasion

**Certifications:**

* HubSpot Inbound Sales Certification *(2022)*