

Maksym Klymenko

B2B Automotive Sales | Business Development | Client Acquisition
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Location: Ukraine

Career Objective

To join an international automotive company as a B2B Sales Manager, focusing on building long-term partnerships, scaling client acquisition, and delivering measurable business growth in the US auto import and logistics sector.

Professional Summary

Results-oriented automotive sales professional with 4+ years of experience in retail and B2B client development. Strong background in business and premium vehicle segments, cold outreach, negotiations, and full-cycle deal management.

Proven ability to build partnerships, develop new markets, and close complex deals. Experienced in launching new sales locations, managing teams, and consistently exceeding sales targets.

Combines strong communication, analytical thinking, and digital marketing skills to drive sustainable revenue growth.

Key Achievements

- Closed **155 vehicle sales within one year** as a Senior Sales Manager
- Generated **30–40 client meetings monthly** through cold outreach and networking
- Increased repeat client and referral rate by **25%+**
- Successfully developed a **new automotive sales location from zero to stable performance**
- Consistently exceeded sales targets in business and premium segments

Professional Experience

Platinum Auto – Automotive Sales Manager (Business & Premium Segment)

2024 – 2025

- Developed a new sales location from scratch, building client base and sales pipeline
- Worked with business and premium vehicle segments, managing high-value deals
- Conducted negotiations, presentations, and test drives with decision-makers
- Built long-term client relationships and repeat business
- Contributed to growth strategy and local market development

Autoark.ua – Senior Automotive Sales Manager

2023 – 2024

- Managed team performance, training, and sales standards

- Developed action plans to achieve department KPIs
- Conducted complex negotiations and closed high-value deals
- Monitored CRM discipline and pipeline performance
- Coordinated operations with importers and financial partners
- Supported marketing initiatives and competitor analysis

Key Result:

Achieved **155 vehicle sales in one year**, significantly increasing department performance.

Autoark.ua – Automotive Sales Manager

2021 – 2023

- Full-cycle sales: lead generation, consultations, negotiations, closing
- Conducted test drives and product presentations
- Worked with financing, insurance, and documentation
- Maintained CRM and client database
- Managed after-sales communication and retention
- Consulted clients on used and new vehicles

Autoark.ua – Vehicle Appraiser / Technical Specialist

- Conducted technical inspections and diagnostics
- Evaluated vehicles, including post-accident repair estimation
- Market analysis and pricing strategy
- Negotiated buyout and resale pricing
- Checked legal and ownership documentation

Education

Kharkiv National University of Internal Affairs
Law (Bachelor's degree)

Additional Education

Digital Marketing Program – IT Academy STEP
Contextual and targeted advertising, media buying

Sales Training:

Expert Sales in Calls and Meetings – Evgeniy Teplyakov

Hard Skills

- B2B Sales and Business Development
- Automotive Sales (Business & Premium)
- Client Acquisition and Cold Outreach
- Negotiation and Closing
- CRM Systems and Sales Funnels
- Automotive Market and Vehicle Evaluation
- Auto Import and Logistics Basics
- Digital Marketing and Media Buying
- Data Parsing and Workflow Automation
- Python (automation, scripting)

Soft Skills

- High-level communication and persuasion
- Strategic thinking and problem-solving
- Relationship building and trust development
- Adaptability and fast learning
- Result-oriented mindset
- Leadership and team coordination

Languages

English - B1 Ukrainian - Native

Russian - Native

German - A1

Additional Information

Self-taught Python enthusiast focused on automation and data parsing. Experience in traffic arbitrage and media buying (gambling, dating, ecommerce verticals).