



Alexander Trostyanskiy

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Education

2013-2017

Belarusian state University, Minsk

Faculty of Economics, Finance and Credit

Vocational training

2019

Programming in JavaScript

Institute of IT&Business administration

Опыт работы —5 лет 5 месяцев

May 2017 –
Current

Head of Sales Department, DimDoors, Minsk

Searching for corporate clients; building up a customer base; making cold calls; looking for new clients; concluding contracts; assistance in organizing the best conditions for each client; negotiating at various levels; market analysis and formation of a sales strategy; development and formation of the company's marketing strategy; identification of offline and online communication channels to promote the company's directions; development and implementation of the company's PR strategy.

May 2016 — May 2017

Sales department specialist, Belwooddeal, Minsk

Receiving and processing incoming requests using CRM; active sales; personal meetings with clients; ordering products from a supplier; sales planning; participation in the analysis of the functioning of the sales department.

Skills

Languages	Russian – fluent English – upper-intermediate
Computer skills	MS office, crm, tableau, SQL