




Volha Machys

MARKETING SPECIALIST

CONTACT

 +375-29-687-58-96

 v.machys@gmail.com

 <https://www.linkedin.com/in/olga-romanchik/>

ABOUT ME

Started my career in IT leadgeneration, I continued as a customer relationship specialist, where I developed strong skills in identifying and engaging potential clients.

Recently, I have expanded my knowledge of programming fundamentals and am eager to apply my skills in this direction.

COMPETENCES

Marketing skills: B2B sales, leadgeneration, Leadconnect, Sales Navigator

Technical skills: HTML5, CSS, JavaScript, Tailwindcss, Vue.js, Laravel, SQL

FOREIGN LANGUAGES

English - C1
German - A1
Polish - A1

EDUCATION

**Institute of Informational Technologies
Belarusian State University of Informatics
and Radioelectronics**

Web design and programming
2023/2024

Belarusian State University

Master's degree, International relations and history
2017-2019

Belarusian State University

Bachelor's degree, History, Political science and
International relations
2013-2017

WORK EXPERIENCE

ScienceSoft | 2020-current

Customer Relationship Manager

Responsibilities:

- incoming requests processing from the company's website;
- establishing of partnership relations with potential suppliers of IT services;
- search of potential clients, consulting regarding company's services, finding a basis for potential collaboration.

OCSICO | 2018 - 2020

Marketing assistant

Responsibilities:

- business consulting of possible and existing customers concerning IT services;
- targeted search of potential customers;
- clients database accumulation and enlargement.