


Ivica Atanasovski

DATE OF BIRTH:
14/01/1984


CONTACT

Nationality: Macedonian/
citizen of the Republic of
North Macedonia

Gender: Male

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WORK EXPERIENCE

20/04/2004 – 01/07/2005

Sales Assistant

Mladinska Kniga

Maintaining office schedule

Co-ordinate and organise appointments for meetings

Preparing, archiving, writing and editing reports

Collecting and mailing correspondence

Faxing, scanning and copying of documents

Retrieveing information when requested

Assisting with event planning and implementation

Skopje, North Macedonia

15/09/2008 – 30/05/2010

Translator

National Translation Bureau

Translation, interpretation and editing, English to Macedonian and
Macedonian to English.

Books on Economics, Politics, Social Economy, European Legislature etc.

Skopje, North Macedonia

10/02/2013 – 27/09/2013

Marketing Management Internship

Austrian Economics Center

Marketing

Public Relations

Social Media

Digital presence

Developing a Marketing Strategy

Working on all aspects for the Dictionary of Economic Terms application.

Other service activities / <http://www.austriancenter.com/> /
Jasomirgottstrasse, 1010, Vienna, Austria

25/05/2014 – 01/07/2016

Media Analyst

Press Clipping

press clipping,

analytics,

media monitoring,

people metrix,

PR,

marketing

Skopje

01/08/2016 – 28/02/2017

Account Manager

Fx Lider

Demonstrating products and services to existing/potential clients and
assisting them in selecting those best suited to their needs, providing
clients with global market news in combination with technical and
fundamental analyses, making telephone calls and in person visits and
presentations to existing and prospective clients, taking part in expert
seminars and webinars, communication with clients on daily basis,

reporting and creating monthly and daily plans, work in CRM data base, customer and technical support to clients

Belgrade, Serbia

22/05/2017 – 01/09/2017

Senior Mentor

Upinfin

Demonstrating products and services to existing/potential clients and assisting them in selecting those best suited to their needs, providing clients with global market news in combination with technical and fundamental analyses. Communication with clients on daily basis, reporting and creating monthly and daily plans, work in CRM data base, customer and technical support to clients.

- Conversion of potential clients
- Retention of existing client
- Cocreated the education syllabus for traders
- Educated new employees of the company about the financial markets
- Creating the daily bulletin for the clients
- I was the go to person in all trading related questions and subjects since my knowledge of the financial markets and trading in general is matched by a very few people in this entire industry.

Belgrade, Serbia

01/11/2017 – 31/01/2018

Account Manager

Alef Business Sollution

Demonstrating products and services to existing/potential clients and assisting them in selecting those best suited to their needs, providing clients with global market news in combination with technical and fundamental analyses, making telephone calls and presentations to existing and prospective clients, taking part in expert seminars and webinars, communication with clients on daily basis, reporting and creating monthly and daily plans, work in CRM data base, customer and technical support to clients

Skopje, North Macedonia

01/02/2018 – 01/03/2018

Desk Manager

Prospertop

I set up the English team from scratch.
My responsibilities were:

1. Recruitment of employees: working with the HR manager to select the best candidates for the team, then conducting interviews and selecting the final team to join the team.
2. Training: educating and training the team on the most efficient ways to talk to clients, and the basics of how the trading world operates, and the different platforms we are working with. This included scripts, books, videos and daily scenario practicing.
3. Starting the whole operations by managing multiple tasks such as:
 - Monitoring
 - Managing
 - Setting targets (daily, weekly, monthly)
 - Discover training needs and provide coaching
 - Create an inspiring team environment with an open communication culture
 - Delegate tasks and set deadlines
 - Oversee day-to-day operation
 - Monitor team performance and report on metrics
 - Motivate team members
 - Listen to team members' feedback and resolve any issues or conflicts
 - Recognize high performance and reward accomplishments
 - Encourage creativity and risk-taking
 - Suggest and organize team building activities

Skopje, North Macedonia

01/03/2018 – 31/07/2018

Retention Manager/Desk Manager

Prspertop

Main Responsibilities

- Managing ongoing private client relationships
- Keeping up to date with market information and monitoring trends in all major currency pairings
- Liaise with other departments, when required, to escalate and resolve issues and/or report faults
- Provide training to clients on the use of the Company's products
- Explaining the payment process mechanism
- Help maintain our high levels of client acquisition, retention and reactivation
- Ensuring customer satisfaction, professional communication

Skopje, North Macedonia

01/08/2018 – 31/12/2018

Forex Trader

NA

Traded all major and minor currency pairs with my own capital.

CAD/USD/GBP/EUR/CHF/AUD/NZD/JPY

My specialty is long term investing from significant inflection points, and trend trading.

NA

01/01/2019 – 31/01/2019

Sales Agent

Flako

Demonstrating products and services to existing/potential clients and assisting them in selecting those best suited to their needs, providing clients with global market news in combination with technical and fundamental analyses, making telephone calls and presentations to existing and prospective clients, taking part in expert seminars and webinars, communication with clients on daily basis via chat and email, reporting and creating monthly and daily plans, work in CRM data base, customer and technical support to clients.

Skopje, North Macedonia

01/02/2019

Conversion Team Leader

Flako

- Monitoring
- Managing
- Setting targets (daily, weekly, monthly)
- Discover training needs and provide coaching
- Create an inspiring team environment with an open communication culture
- Delegate tasks and set deadlines
- Oversee day-to-day operation
- Monitor team performance and report on metrics
- Motivate team members
- Listen to team members' feedback and resolve any issues or conflicts
- Recognize high performance and reward accomplishments
- Encourage creativity and risk-taking
- Suggest and organize team building activities

Skopje, North Macedonia

01/05/2019 – 11/2019

Retention Team Leader

Flako

Main Responsibilities

- Managing ongoing private client relationships
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Skopje, North Macedonia

01/04/2020 – CURRENT – Skopje, North Macedonia

Head of Strategic Partnerhips

Adeva

Building a B2B outbound sales strategy from scratch.

My daily activities involved:

- Strategy
- Emails
- Calls
- Prospecting
- Nurturing
- Booking meetings

EDUCATION AND TRAINING

01/09/2003 – 28/05/2012 – tetovo, North Macedonia

Bachelor of Business Administration - Marketing Management

SEEU - South East European University University

Marketing Management, Strategic, Marketing, Business English, Business Law, International

Economic Relations, Market research, Business Planning , Consumer Behavior, TQM (Total Quality

Management), Monetary Economy, Business and Government Public Rule, Design and Product

Development, Distribution and Selling, Human Resource, Management: Principles in leading, Project

Management, Business Ethics, Financial Institutions and Markets,
Corporate Finance, Financial

Strategic Management, Marketing, Management: Concepts and
Principles: Normative. Strategy,

EQF level 5

LANGUAGE SKILLS

MOTHER TONGUE(S): Macedonian

OTHER LANGUAGE(S):

English

Listening
C2

Reading
C2

**Spoken
production**
C2

**Spoken
interaction**
C2

Writing
C2

Serbian

Listening
C2

Reading
C2

**Spoken
production**
C2

**Spoken
interaction**
C2

Writing
C2

Croatian

Listening
C2

Reading
C2

**Spoken
production**
C2

**Spoken
interaction**
C2

Writing
C2

ORGANISATIONAL SKILLS

● Organisational skills

- Sense of organization (experience in logistics through a nongovernmental organisation)
- Leadership qualities
- Management skills (i've been a team leader of various teams in the past 3 years, and also have formed sales teams from scratch)

COMMUNICATION AND INTERPERSONAL SKILLS

● Communication and interpersonal skills

Good communication skills gained through my experience as sales assistant and marketing intern.

JOB-RELATED SKILLS

● Job-related skills