



Nenad Vitorovikj

Business Development Representative

As a highly motivated Sales Representative boasting over six years of industry experience, I have a track record of developing robust client relationships and identifying lucrative business opportunities that drive growth. My professional journey is marked by consistently achieving—and often surpassing—sales targets. I bring to the table exceptional communication and negotiation abilities, paired with adept problem-solving skills, all of which are essential in navigating the dynamic sales landscape and delivering outstanding results.

Contact

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Address
Skopje

Education

**Bachelor of Technology (B.Tech.) -
Computer Science**
University American College Skopje

Expertise

- Hubspot
- Salesforce
- Negotiation
- Ms Office
- Slack

Language

English

Experience

- **Nov 2023 - Mar 2024**
Cargoclix Dr. Meier & Schmidt GmbH
Business Development Representative
 - Spearheaded customer acquisition and retention by leveraging advanced CRM strategies, resulting in a robust client base and sustained revenue growth.
- **Dek 2022 - June 2023**
Pabau Clinic Software
Sales Representative
 - Rapidly achieved and consistently surpassed monthly sales targets since joining Pabau in December, demonstrating exceptional sales performance.
 - Earned promotion to Senior Business Specialist within three months, effective March 1st, 2023, in recognition of outstanding results and potential.
- **Feb 2021 - Nov 2022**
LudoTech France
Sales Manager and Project Manager
 - Spearheaded the creation of a dynamic sales team for a French software development studio, overseeing recruitment, sales strategy development, and comprehensive training.
 - Pioneered the sales infrastructure, including the implementation and customization of HubSpot CRM, and crafted effective sales sequences that significantly boosted close rates.
 - Demonstrated exceptional sales acumen by securing a major contract with Pam Tim - Kids Smartwatches, achieving a deal value in excess of \$300K within the first year as Sales Manager.
- **May 2017 - Jan 2021**
Slice
Sales Representative - Major Accounts
 - Rapidly exceeded sales targets by over 300% monthly as a new Sales Representative, demonstrating exceptional sales acumen.
 - Earned promotion to Senior Sales Representative, specializing in Major Accounts due to outstanding performance.
 - Successfully secured expansive deals with over 200 locations, including Sbarro Pizza, Fox's Pizza Den, Sarpino's Pizza, and select Papa John's franchises.
 - Consistently surpassed daily KPIs, monthly goals, and annual targets throughout a four-year tenure, showcasing dedication and results-driven mindset.
 - Contributed to team success by mentoring colleagues and onboarding new hires, enhancing team knowledge and performance.
 - Enhanced client satisfaction by undertaking additional responsibilities, such as managing website content and updating HTML order links.