

# NIKICA DIMOSKA



## PERSONAL PROFILE

Experienced sales executive with a B.A. degree in English language and literature, skilled in B2B and B2C sales, with excellent communication, negotiation and problem-solving skills. Main hard skills include WordPress editing, EFL teaching, CRM system, Online Research and Microsoft Office skills.

## SPECIALIZATIONS

Outbound Marketing	<div><div></div></div>
Extensive online research	<div><div></div></div>
Market Research	<div><div></div></div>
CRM system	<div><div></div></div>
WordPress Website editing	<div><div></div></div>
Lead Generation	<div><div></div></div>
Teaching English as a Foreign Language (EFL)	<div><div></div></div>
Social media marketing	<div><div></div></div>
English Academic Writing	<div><div></div></div>
Spanish Language	<div><div></div></div>
German Language	<div><div></div></div>

## Experience

**09/2020 - 11/2020 Agile Pro Solution Inc., Skopje (North Macedonia)**

### Sales Agent

Doing B2C sales via telemarketing or cold calling. Reporting and scheduling meetings for clients to transfer to solar energy.

**11/2019 - 03/2020 Causal Capital Pte. Ltd., Skopje (North Macedonia)**

### Professional Development Advisor

Responsible for doing B2B sales of certified masterclasses by means of promotion and technical briefings with clients. Challenged to cover aspects of risk management, finance, leadership and audit on a daily basis, depending on project. Main duties included outbound/inbound calls and emailing, maintaining contact with clients, generating leads, market research, social media marketing, reporting and organizing conference calls between clients and SME.

## Contact

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- 06/2019 - 09/2019** **McDonald's, Hamburg (Germany)**  
**Cashier and Kitchen Assistant**  
Working with customers - explaining the menu and products, receiving, making and charging orders.
- 06/2018 - 09/2018** **"Gjorche Petrov" Municipal High School, Prilep (North Macedonia)**  
**Substitute English Teacher**  
Provided backup teaching services to sophomores and juniors. Taught English as a Foreign Language to students of diverse backgrounds.
- 12/2018 - 02/2019** **Elementary School "Lazo Angelovski", Skopje (North Macedonia)**  
**Substitute English Teacher**  
Taught English to 8th graders as part of a university project, when a full-time teacher was unable to work.

## Education

- 2013 - 2020** **Faculty of philology "Blazhe Koneski" at Ss. Cyril and Methodius University, Skopje (North Macedonia)**  
BA in English Language and Literature
- 06/2011 - 08/2011** **Program Your Choice by AIESEC, Prilep (North Macedonia)**  
Certificate in Business English course