

Contact

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Location

Bitola, North Macedonia, Europe

Personal Info

DOB: July 04th, 1983

Status: Married, wife and 2 children

Interests: Handball Fan, Making a new connection with people

Personal Skills

- ✓ Communicative, Positive, Friendly
- ✓ Highly motivated, Detail-oriented
- ✓ Loyal
- ✓ Flexible, Easy-adoptable,
- ✓ Resourceful and Initiative
- ✓ Strong Soft and Interpersonal skills, Enthusiastic, Influential

Languages

Macedonian – Native language

English – B2 level

Turkish – B1 level

Formal Education

Bachelor of Engineering

- ✓ Industrial Management
- ✓ Technical University 2004 – 2010

Nikolche Kuzmanovski

About

Experienced and results-driven Business Development Manager with a proven track record of driving revenue growth and expanding market share in the IT industry. Skilled in cultivating strategic partnerships, identifying new business opportunities, and delivering innovative solutions to meet client needs. Seeking to leverage expertise to drive business growth and exceed sales targets in a dynamic and competitive IT environment.



Current Job Position

Business Development Manager

IWConnect

May 2019 – Present

Key Responsibilities

- ✓ Drive growth through new business acquisition
- ✓ Cultivate and nurture client relationships
- ✓ Analyze market trends and opportunities
- ✓ Coordinate with internal teams for solution development
- ✓ Present and pitch offerings to prospective clients
- ✓ Negotiate contracts and terms for deals
- ✓ Track performance metrics and provide insights for improvement

Competence

- ✓ Lead strategic business development initiatives to drive revenue growth and expand market presence in the IT sector
- ✓ Identify and pursue new business opportunities through market research, prospecting, and relationship-building
- ✓ Develop and maintain relationships with key clients, partners, and stakeholders to maximize customer satisfaction and retention
- ✓ Collaborate with cross-functional teams to develop customized solutions tailored to client needs and objectives
- ✓ Negotiate contracts, pricing, and terms to secure profitable business agreements and drive profitability
- ✓ Analyze market trends, competitor activity, and industry developments to identify emerging opportunities and threats

Sales Tools Experience

- ✓ Dynamics 365
- ✓ Salesforce
- ✓ Get Prospect
- ✓ LinkedIn Navigator

Years

4
5
5
4

Recent Personal Achievements

- Successfully managing Customer satisfaction across different industries and world regions. Developing the business based on closed collaboration with middle and higher management in IWConnect.
- Successfully executed the sustainability strategy across the company and presented it to the public and close relations.
- Certified in **Negotiation** and **Business Plan Creation**.
- **11 years** of client retention and dedication to client success.
- Successfully **managed** and **delivered** more than **12** long/short-term projects over **4** years of providing IT professional services as a **Business Development Manager**.
- Successfully took the **Middle Management Training**.
- Participating in **selling, product, and ordering** training in Husqvarna AB.
- Attending and taking the stage in **Train the Trainers** at Husqvarna AB.
- Participating at sales conferences and training at Gardena.

Certifications

✓ **CREATING GREAT WORKPLACE HABITS**

LinkedIn learning and certification, LicenseID, AWdNBfirOpsfvmwwIN8iyEywP67h, May 2022

✓ **CREATING A BUSINESS PLAN**

LinkedIn learning and certification, LicenseID Afiv5w2QRxNS2cCUEeQamhUalxqJ, May 2022

✓ **NEGOTIATING AND NONNEGOTIABLE**

LinkedIn certification, LicenseID Aelf-oVgnya6QrpwglinlChIJW_d, Date: May 2022

PROFESSIONAL EXPERIENCE

Business Development Manager

IWConnect

May 2019 – Present

Managing and owning the domain's workstreams deliveries. Creating and implementing cross-team collaboration processes with middle management colleagues. Participating in many internal projects as a leader of a group of people or teams to execute project delivery, analysis, and solution brainstorming sessions.

- **Role:** Business Development Manager
- **Teams:** 4 BUM teams and 11 PUM roles
- **Tools:** Dynamics 365/LinkedIn Navigator/Salesforce

President

Institute for Research and European Studies -
Bitola

November 2013 – Present

The Institute for Research and European Studies (IRES) is a non-profit, non-governmental, and politically unconditioned think-tank, founded by several young scholars and researchers. As a think-tank, IRES is determined to achieve applied, policy-oriented research, to enable various models of informal education, and to promote discussion on the most pressing and contemporary political, legal, security, and economic issues regarding European and International Affairs. The areas of multidisciplinary and interdisciplinary research of the IRES include EU politics and law, European federalism, competitive federalism, regional cooperation, transatlantic relations, international affairs, rights of freedom and property, free market, and individual liberty. The Institute for Research and European Studies is located in Bitola (Republic of Macedonia), also known as the "city of consuls".

Sales Operations Manager

Travel Link Bus

June 2018 – May 2019

Managing travel tours, bus lines, and a team of 5 people.

- **Role:** Sales Operations Manager
- **Team:** 5 drivers

Regional Sales Manager

Automakedonija AD

October 2016 – June 2018

Responsible for managing and expanding the network of distribution shops across the country for products and brands that were represented.

- **Role:** Regional Sales Manager
- **Team:** 2 sales + distributor

Sales Manager

Sinpeks DOO

September 2011 – August 2016

Managing products and brands represented in the Macedonian region. Maintaining and expanding distribution network, creating business plans, forecasting, ordering management strategy, and distribution.

- **Role:** Regional Sales Manager
- **Team:** 4 people
- **Brands:** Husqvarna, Husqvarna Construction, Pedrollo Spa, LavorWash, Speroni Spa, Telwin Spa, Gardena GmbH, Fiac Spa.