

## SUMMARY

Sales Specialist who is looking for an opportunity as a Junior Quality Assurance Engineer. Studied at the Brainster Academy for Software Testing. Motivated and dedicated team player. Capable of working under pressure and capable of handling the everyday challenges in the working environment.

## SKILLS

Microsoft Office	● ● ● ● ●	Intelij	● ● ● ● ●
Reporting Defects	● ● ● ● ●	OOP Programing	● ● ● ● ●
SQL	● ● ● ● ●	Selenium	● ● ● ● ●
Manual Testing	● ● ● ● ●	TestNG	● ● ● ● ●
Automation Testing	● ● ● ● ●		

## EXPERIENCE

### Sales Specialist

**Nacionalkomerc DOOEL, bul. Koco Racin bb, 1000 Skopje** *May 2019 - Present*

- Selling graphic materials and printing equipment and meeting customer needs
- Obtaining orders and establishing new client relationships by planning and organizing daily work schedule to call on existing and/or potential clients
- Making and submitting sales orders
- Reporting activity and results, such as weekly work plans and monthly analyses
- Monitoring competition and recommending changes in product and service
- Coordinating with other team members to optimize the sales effort

### Sales Representative

**B&B Unikoop DOOEL, ul. Lenin 98, Prilep** *Oct 2010 - May 2019*

- Communicating customer product pain points and effectively resolving them in a timely manner
- Developing strong, ongoing relationships with customers
- Selling industrial parts and meeting customer needs
- Scheduling meetings and presentations with existing and/or potential clients
- Keeping track of all sales activities (Excel)

## PROJECTS

### Cargodom.com

**Software Tester** *Jun 2020 - Sep 2020*

Writing test cases, both manual and automation, finding bugs, reporting defects

## EDUCATION

### Academy For Software Testing

**Brainster** *Mar 2020 - Oct 2020*

SQL, Excel, Scrum, SDLC, Manual Testing (Test Design and Techniques), Automation Testing (Intelij, Selenium, Appium, TestNG)

### University Degree in Foreign Trade

**University "Ss. Cyril and Methodius" - Faculty of Economics, 1000 Skopje**

*Sep 2005 - Apr 2010*

## LANGUAGES

English ● ● ● ● ●

## PERSONAL SKILLS

Communication skills ● ● ● ● ●      Organisational skills ● ● ● ● ●