



# Boika Dzmitry

Male, 32 years, born on 31 January 1990

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Reside in: Minsk  
Citizenship: Belarus, work permit at: Belarus  
Ready to relocate, ready for business trips

## Desired position and salary

### Sales Specialist

**1 000**  
USD

Specializations:

— Sales manager, account manager

Employment: full time

Work schedule: full day

Desired travel time to work: any

## Work experience — 10 years 4 months

May 2022 —  
August 2022  
4 months

### Streamline, Language School

str.by/

#### Student

EXPRESS course, ENGLISH (B1);  
Communication course SUMMER, ENGLISH (B1)

October 2021 —  
April 2022  
7 months

### BIT Distribution Ltd. (Minsk, Belarus)

bitdc.by/

#### Lead Sales Specialist

BIT Distribution Ltd. - An official distributor of IT equipment and software.

- Increasing sales of the solutions from key vendors: Huawei, Axis, Plantronics, Macroscop, TechnoAware, 2N, Extreme Networks, Infinet, VideoTec, Snom, AgNeovo;
- Qualitative development of the existing partner base, increase in the number of projects;
- Preparing and conducting presentations to partners and end customers;
- Development of the solution architecture together with technical specialists, drawing up specifications, technical and commercial proposals;
- Maintaining and developing relationships with sales and technical experts of specialized vendors.

July 2020 —  
September 2021  
1 year 3 months

### AUTO-R.BY

auto-r.by

#### Online Store Manager (Owner)

- team leadership, setting tasks, their control;
- development, automation and optimization of business processes;
- organization of work on advertising and promotion;
- analysis of competitors and their promotion methods, formation of an assortment matrix, pricing;
- organization and management of logistics, interaction with suppliers.

March 2017 — July  
2020  
3 years 5 months

### Izovac Ltd. (Minsk, Belarus)

izovac.com

## Foreign Trade Department Sales Specialist (Project Manager)

Izovac Ltd. - Development and production of vacuum equipment for thin film coating used in microelectronics, optics and solar energy.

- sale of high-tech hardware products to the Russian and the CIS countries markets;
- cold callings and meetings with prospective customers;
- preparation and participation in international tenders;
- a link between various departments of the company and customers at all stages of equipment production (average cycle 6-8 months);
- import/export operations.

Accomplishments:

- 12 unique projects totaling over \$ 4 million;
- the fastest sale in the history of the company - in the second month of my work (amount over \$ 350 000).
- awards: Discovery of the year 2017, Result of the year 2019.

References available upon request.

July 2014 —  
November 2016  
2 years 5 months

## Vipera-Bel Ltd. (Minsk, Belarus)

Minsk, vipera-bel.by

### Sales Specialist

Vipera-Bel Ltd. - A household and industrial lighting supplier (B2B).

- cold callings; lead prospecting; preparing presentations and commercial proposals; participation in exhibitions.

Accomplishments:

- dramatically increased revenues and grew client base;
- established sales of a new brand of lighting fixtures in the largest retail chains in Belarus.

February 2012 —  
July 2014  
2 years 6 months

## Lim Co Ltd. (Minsk, Belarus)

Minsk

### Sales Specialist

Lim Co Ltd. - A household lighting supplier (B2B).

- cold callings; lead prospecting; preparing presentations and commercial proposals; participation in exhibitions.

## Education

### Bachelor

2016

### Belarus State Economic University, Minsk

Higher School of Business and Management, Business Management

2013

### Belarusian State University of Informatics and Radioelectronics, Minsk

Faculty of Computer-Aided Design, Electronic computing devices

## Key skills

### Languages

Russian — Native

English — B1 — Intermediate

### Skills

verbal and written communication   analytical and problem solving  
cold callings   sales negotiation techniques   lead prospecting and retaining  
objection handling   Teamplayer   Business English