

Frantzeska Saiti

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Professional Profile	As an experienced sales representative, my tenacious and proactive approach resulted in numerous important contract wins. My excellent networking skills have provided my team with vital client leads, and my ability to develop client relationships has resulted in an increase in business renewals for my current organisation. After three years in my current position, currently seeking a new challenge.	
Education	City University, London/ UK	2013 – 2014
	MSc Maritime Operations and Management	
	University of Macedonia, Thessaloniki/ Greece	2008 - 2013
	BSc Applied Informatics	
	University of East London, London/ UK	2011
	BSc Computer Science – Scholarship Awarded	
Work History	February 1, 2015- Present	
	Sales and Marketing, United Marine Agencies S.A., Piraeus, Greece	
	<ul style="list-style-type: none">▪ Proactive sales call and account development;▪ Prepare/ send freight rate quotations to clients;▪ Manage and maintain customer accounts and identify and secure new business;▪ Target specific accounts and implement specific rating policies in line with corporate guidelines;▪ Appraise the management of competitors' activities and developments in the market;▪ Handling of sales leads.	
	May, 2013 – Sept 2013	
	Import Department, TEU Shipping and Forwarding Company S.A., Thessaloniki, Greece	
	<ul style="list-style-type: none">▪ Informed clients for Estimate Time of Arrival (ETA) of their cargoes;▪ Communicated with shipping companies to be informed about the demurrage of the clients and other obligations of the company;▪ Contacted by agents in other countries in order to be informed of the progress of our clients' orders;▪ Recorded data in the system of the company in order the search for a specific occasion to be feasible.	
	July 2012 – Sept 2012	
	Export Department, Kronos S.A., Skydra- Edessa, Greece	
	<ul style="list-style-type: none">▪ Taken part in the largest food exhibition in the world-SIAL 2012 in Paris, in order the company to be promoted;▪ Communicated with clients and partners to solve their inquiries;▪ Monitored and supervised that all stages of the process were finalized on time.	
Languages	<ul style="list-style-type: none">▪ Greek – Native▪ English – Fluent▪ German - Basic	