



# IDIL INSHAKOV

## EDUCATION

### FULL STACK WEB DEVELOPMENT

- Spiced Academy Berlin 5/2023-8/2023

### EUROPEAN STUDIES (MASTER OF ARTS)

- European University Viadrina 2020-2023

### RUSSIAN LANGUAGE AND LITERATURE

- Daugavpils University-Latvia 2015-2016

### RUSSIAN LANGUAGE AND LITERATURE

- Istanbul University 2012-2015

## EXPERIENCE

### LEAPSOME

### BERLIN

#### Business Development Intern 6/2022-3/2023

- Support in improving inbound&outbound sales through technical insights and addressing technical challenges
- Develop, implement, evaluate and improve lead generation strategies by directly contacting clients addressing their technical concerns.
- Define-test market segmentation strategies together with the sales team
- Carry out complex and thorough market analyses, utilizing technical insights to process and enhance the information obtained.
- Serve as a technical advisor, providing key tech insights and solutions to the team and clients, ensuring smoother sales processes and better understanding of products/services

### CAMAL GROUP LTD.

### BEIJING (REMOTE)

#### Business Development Intern 2/2022-5/2022

- Creation of sales cadence and text templates
- Analysing and testing different sales approaches
- Outbound sales via phone, email, LinkedIn
- Presentation of company and negotiations with customers and leads

### SYKES ENTERPRISES

### BERLIN

#### PlayStation Support Specialist 2018-2020

- Providing solutions to customers for issues related to the online store, software, and hardware
- Documentation in the CRM system

## FULL STACK DEVELOPER

I combine my previous SaaS experience skills with technical knowledge that allows me to continuously improve existing infrastructure.

## CONTACT

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🔗 GitHub LinkedIn

🏠 Berlin

## PROJECTS

Movies App

Weather Activities App

Turio App

Rick and Morty App

## SKILLS

- Next.js
- React
- TypeScript
- JavaScript
- HTML
- Node.js
- GIT
- MongoDB
- CSS

## LANGUAGES

- Turkish
- Russian
- English
- German