

NAJIMOV SERGE

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SKILLS



PROFILE

Ambitious young professional. Self-driven and hard-working, constantly looking for an opportunity to optimise day-to-day tasks. Expertise in sales and broad network of higher management is the result of my strong communication skills. Combination with my passion for technology and soft skills makes me a great asset to a modern and diverse team. The will of self-improvement helped me to become an independent problem-solver who is not limited by the first page of Google search results.

EXPERIENCE

2018 - PRESENT

Senior Sales Manager

STAMEGNA RETAIL MANAGEMENT

Getting in touch on a daily basis with international businesses via phone and email. Help small-to-medium enterprise worldwide to grow and meet new clients. Attending big trade shows in order to promote company events and meet new clients. A beginning-end process of organising and coordinating events (program, location, seats, sponsorship, etc.)

2018 - 2018

Operations Intern

CJ - ICM

Main responsibility was to help operations managers with their day-to-day task, prepare bills of lading for sea, road and air freights. Revising the contracts between company and clients and keep on track current orders.

2017 - 2018

Customer Reference Intern

VODAFONE SHARED SERVICES

Reaching out to business partners by email for reference request. Collating info for monthly high-level win announcements, used in investor meetings. Researching Telco competitors to create articles for RADAR phone app and also monthly newsletter. Cold-call email to external partners.

EDUCATION

2015 - 2018

INTERNATIONAL BUSINESS SCHOOL / BUCKINGHAM UNIVERSITY

Bachelor of Science - Marketing