



# RAMAZ JANASHIA

SALES HEAD

📍 Mirian Mepe Street, Tbilisi, Georgia

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## LANGUAGES

GEORGIAN

ENGLISH

RUSSIAN

## DRIVING LICENSE

Driving license category  
B

## WORK EXPERIENCE

### BROKER.GE

Tbilisi  
2023 - 2025

#### Sales Head

- Directed a high-performing sales team, aligning with strategic objectives and ensuring execution of daily sales targets
- Conducted comprehensive training and onboarding for new team members, accelerating their integration and performance within the team
- Established and enforced daily operational priorities to enhance workflow efficiency and optimize team productivity
- Fostered collaboration with the marketing department to bolster target audience engagement and support lead generation initiatives
- Cultivated and sustained robust relationships with VIP clients, contributing to the extension of long-term contracts and increased repeat business

### "CONSTANT GLOBAL LOGISTICS" LLC

Tbilisi  
2022 - 2023

#### Executive Director's Assistant

- Provided comprehensive administrative support to the CEO, ensuring efficient daily operations
- Facilitated effective communication between the company's management, employees, sponsors, and financial institutions to maintain alignment and coordination
- Accurately documented meeting minutes and actively engaged in the execution of subsequent action items
- Prepared and processed official correspondence, presentations, and reports in both Georgian and English languages
- Worked in close collaboration with the CEO on project planning and execution, contributing to the achievement of project goals

### "TETRA" LLC

Tbilisi  
2016 - 2022

#### Sales Head

- Aligned business objectives with corporate goals and growth strategies to drive company success
- Directed and managed a high-performing sales team to exceed performance targets and objectives
- Fostered and expanded relationships with existing clients to strengthen partnerships and increase collaboration
- Managed the full sales cycle, from lead generation through to deal closing, enhancing process efficiency
- Developed and delivered training programs for new sales hires, ensuring seamless team integration and support
- Maintained robust communication and established strategic partnerships with network entities to improve business outcomes

MASTERPEACE  
Tbilisi  
2015 - 2016

Lawyer

- Expertly drafted and negotiated marketing service contracts to ensure legal compliance and alignment with company standards.
- Provided comprehensive legal advice and document review for business sponsors, ensuring precision and legal soundness.
- Performed thorough legal document analysis, prepared detailed revisions, and effectively communicated findings to support strategic business decisions and partnerships.
- Collaborated with cross-functional teams to develop and deliver clear, compliant legal documentation in accordance with applicable laws.

EDUCATION

GIPA - GEORGIAN  
INSTITUTE OF  
PUBLIC AFFAIRS  
Tbilisi  
2018

Master's Degree

Master's Degree in Public Administration

ILIA STATE  
UNIVERSITY  
Tbilisi  
2016

Bachelor

Bachelor's Program in Law

TBILISI #178  
KAKUTSA  
CHOLOKASHVILI  
PUBLIC SCHOOL  
Tbilisi  
2012

High school diploma

SKILLS

PUNCTUAL

HARDWORKING

DETAIL-ORIENTED

ORGANIZED

SOCIABLE

LOGICAL AND ANALYTICAL THINKING

COURSES

GEORGIAN  
FEDERATION OF  
PROFESSIONAL  
ACCOUNTANTS AND  
AUDITORS  
Jan 2015

Professional Accountant Certification Course

COLLEGE "INDIGO"

