



## Maryam Radmanesh

**MSc Economics**

**B2B Sales Professional | Commercial Expert**

Växjö, Sweden (Open to Relocation)

Phone: +46736121335

Email: [maryam.radmanesh@gmail.com](mailto:maryam.radmanesh@gmail.com)

LinkedIn: [linkedin.com/in/maryam-radmanesh](https://www.linkedin.com/in/maryam-radmanesh)

### Professional Summary

Results-driven professional with over 8 years of experience in marketing, B2B sales, and international commercial operations. Proven success in client acquisition, stakeholder management, and sales negotiation. Strong cross-functional communicator with a deep understanding of customer journeys and market dynamics. Currently pursuing an MSc in Economics (Business Analytics) in Sweden, with immediate availability for full-time roles.

### Core competencies

- B2B Sales & Lead Generation
- International Business Development
- Client Relationship Management
- Market Research & Prospecting
- Negotiation & Supplier Management
- CRM Tools (familiarity in progress)
- Data Analysis: Excel, Stata, R, MATLAB
- Logistics & Contract Management
- Communication & Cross-Cultural Collaboration

### Professional Experience

#### Commercial Expert | Nuian Baspar Co.

Jan 2022 – Sep 2024

- Managed end-to-end B2B sales and international procurement for a trading company.
- Negotiated with global suppliers, achieving \$70,000 in cost savings within 6 months.
- Developed and maintained long-term client relationships, driving customer retention.
- Oversaw logistics, customs clearance, and cargo insurance to ensure timely delivery.
- Created invoices, tracked payments, and resolved issues with stakeholders.

#### International Business Consultant | Khazar Sea Logistics Co. (Remote)

Aug 2020 – Dec 2021

- Provided market intelligence and business strategy for international expansion into Iran.
- Delivered data-driven sales recommendations using PowerPoint presentations.
- Grew client base by 15% and increased revenue by 10% through market research and outreach.
- Facilitated long-term B2B partnerships by aligning business goals with client needs.

## **Marketing Specialist | Kowsar Insurance Office**

### **Feb 2015 – Jun 2020**

- Promoted various insurance products and provided customer support and policy updates.
- Trained and mentored two junior employees in sales and customer service.
- Issued car, life, health, and liability insurance policies while maintaining client loyalty.
- Analyzed customer data to improve marketing campaigns and product positioning.

## **Education**

- MSc in Economics (Business Analytics), Linnaeus University, Sweden | 2024 – 2025
- MSc in Economics, University of Tehran, Iran | 2012 – 2015
- BSc in Economics, Bu-Ali Sina University, Hamedan, Iran | 2007 – 2011

## **Languages**

- English: Fluent
- Persian: Native
- Swedish: Beginner
- Turkish: Elementary

## **Extracurricular**

- Student Representative, Linnaeus University (2024 – Present)

## **Professional Affiliation**

- Member, World Economics Association (WEA)