



SENTES ANDREEA

Marketing Manager



0751676004



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[LinkedIn](#)

Experience:

Logistics: 3 years, 9 months;

Sales: 2 years, 6 months;

Marketing: beginner

EDUCATION

Master – Business Engineering and Entrepreneurship

Polytechnic University of Bucharest

2018 – 2020

Bachelor of Business Engineering and Entrepreneurship

Polytechnic University of Bucharest

2014 – 2018

High School Mathematical Informatics

Vasile Alecsandri National College Bacau

2010 – 2014

EXPERTISE

- Management Skills
- Digital Marketing
- Negotiation
- Critical Thinking
- Communication Skills
- Digital Marketing

LANGUAGE

- English

PROFILE

Dynamic and results-driven professional with experience in sales, marketing, analysis, and supply chain operations. Skilled in data analysis, strategic planning, and business process optimization. Passionate about driving efficiency, improving workflows, and delivering impactful insights

WORK EXPERIENCE

Marketing Manager

Jul 2024 – Present

Rolls-Royce Motor Cars Bucharest

I've improved customer experiences, supported sales, and used marketing strategies that helped boost the brand. I've also led email marketing campaigns and online strategies to get more people engaged and keep them coming back. I'm skilled in planning, business strategies, and implementing solutions to increase sales and revenue.

Sales Backoffice Specialist Rolls-Royce

Dec 2022 – Present

Rolls-Royce Motor Cars Bucharest

Successfully launched a digital approach focused on customer needs, which boosted customer retention by 20% and made sales and aftersales logistics processes more efficient. Used Salesforce and data to improve documentation, speed up reporting, and create a better customer experience — leading to quicker responses and happier clients.

Maritime shipping agent

Dec 2021 – Nov 2022

DHL Global Forwarding

Customer service improvement · Routing of the shipments · Price negotiation for local deliveries · Transport planning · Shipping invoicing · Programming for customs clearance of goods · Collecting the necessary documents for the transport

Maritime shipping agent

Aug 2018 – Dec 2021

DB Schenker

I created a closer connection with the management; I have developed the ability to coordinate the activities specific to the work point; I learned how to show promptness in critical situations; I proved accurate in issuing transport documents; I deepened my ability to relate by communicating with colleagues from different countries; I have permanently supervised files in transit from one country to another

Sales person

Jun 2019 – Aug 2019

The Fudgery | SUA | Sales-Marketing

I have improved the quality of my relationship with potential clients to meet their expectations; I proved the adaptability that helped to create connections with clients of different cultures; Adaptability for working under pressure in order to achieve daily goals; Improving the level of English.