



Viktor Marenski

Key Account Manager

Highly-skilled Key Account Manager, with over 5 years of experience in sales.

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Plovdiv, Bulgaria

SKILLS

- * Deal Closing
- * Lead Generation
- * Process optimization
- * Training
- * Market Research
- * Cold/Warm Outreach

EDUCATION

Bachelor in Macroeconomics

Plovdiv University Graduated: May 2015

LANGUAGES

English – Native Speaker

Italian – Conversational

SOFTWARE

SAP, Salesforce, HubSpot

MS Dynamics, MS Office, Apollo

CERTIFICATIONS

Dale Carnegie Advanced Sales Course

Salesforce Navigation Certificate

LinkedIn Account Management Course

Coursera – Advanced Selling Tactics

PROFESSIONAL SUMMARY

- * Proven sales professional, driving revenue growth through strategic lead generation, effective pipeline management, and seamless coordination with internal teams to streamline sales processes and close high-impact deals.
- * Quick learner, able to reach my full potential in a new role, even with a steeper learning curve
- * Team player, always ready to share knowledge, insights and boost overall performance

EXPERIENCE

Key Account Manager MENA at Cupffee

January 2025 – Present

- * Working with MENA region to penetrate the market. Servicing existing and new clients.
- * Going through the entire sales cycle, from lead-gen to closing the deal. Closely working with the CCO to ensure a smooth process for the client.
- * Discussing pricing, managing expectations and forming quotations for the product, customization and shipping costs.

Sales Development Rep at Intel Corp.

March 2024 – December 2024

- * Worked on Intel's Tiber/AI Cloud team, generating and qualifying leads for AI and cloud infrastructure through cold outreach and LinkedIn.
- * Partnered with marketing to optimize messaging, maintained CRM data, and supported early-stage sales pipeline efforts.
- * Collected customer insights to inform product positioning and sharpened skills in technical B2B sales.