


MARTINA VANGELOVA





CONTACT INFORMATION

 Female

 07/03/1996

 mvangelova96@gmail.com

 0893910849

 <https://bg.linkedin.com/in/martina-vangelova-391b58207>

 Sofia, Bulgaria

SKILLS

Language:

English - B2

Computer:

MS Office

Other:

Tableau, Looker, Jira, Salesforce, Asana.

Driving License:

category: B

Soft Skills:

Communication. Teamwork. Problem-solving. Time management. Critical thinking. Decision-making. Organizational. Stress management.

WORK EXPERIENCE

01/04/2023 - TILL NOW

BRAND NEW IDEAS, ACCOUNT MANAGER

Maintains constant contact with customers. Advises clients regarding their advertising policy and assists in their advertising activities. Participates in the organization and development of clients' advertising campaigns. Participates in the preparation for the production of advertising materials. Gives suggestions to the client for the implementation of advertising strategies, for the confirmation of the name and positions of the client in the market.

20/12/2018 - 06/06/2022

FOODPANDA/GLOVO, ACCOUNT MANAGER

Account management responsibilities include developing strong relationships with customers, connecting with key business executives and stakeholders and preparing sales reports.

Account Managers also answer client queries and identify new business opportunities among existing customers. The AMs oversee sales performances, analyze sales numbers and put sales strategies into practice to make improvements. Resolve conflicts and provide solutions to customers in a timely manner.

Import Leads and Contracts in Salesforce. Analyze data dashboards in Tableau and Looker.

Schedule meetings and presentations with prospects. Create, plan, and deliver presentations on company product and portfolio.

08/12/2015 - 19/12/2018

ZARA BULGARIA, Sales Agent / Cashier

Drove store revenue by promoting add-on sales.

Helped customers with specific item requests by answering questions and offering knowledgeable product advice.

Maintained clean, tidy and organized checkout areas.

Trained new team members in cash register operation, stock procedures and customer service.

Maintained high productivity by efficiently processing cash, credit and debit payments.

Maximised customer satisfaction by assisting with purchase selections and locating items.

Handled high-volume credit and cash transactions.

EDUCATION

February 2022 - April 2023

SOFTWARE UNIVERSITY

JS Web Developer

SEPTEMBER 2015 - JULY 2020

SOFIA UNIVERSITY ST. KLIMENT OHRIDSKI, Bachelor's degree.

History.

May 2010 - June 2014

127 "Ivan Nikolaevich Denkogly", third English language high school