

MARTINA VANGELOVA



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[Martina Vangelova](#)

SKILLS

- Tableau and Looker
- Power BI
- SQL
- Jira
- Salesforce
- Asana and Freedcamp
- MS Office
- Language: English - Intermediate

SOFT SKILLS

Communication.

Teamwork.

Problem solving.

Time management.

Critical thinking.

Decision-making.

Organizational.

Stress management.

EDUCATION

BACHELOR'S DEGREE - HISTORY

SOFIA UNIVERSITY ST. KLIMENT
OHRIDSKI

2015 - 2020

COURSE

Software University

Февруари 2024

[Agile Essentials with Scrum](#)

EXPERIENCE

ACCOUNT MANAGER

Brand New Ideas

April 2023 - Present

- Maintains regular communication with clients, providing ongoing support and strategic advice regarding their advertising policies.
- Assists in planning and executing advertising activities.
- Collaborates in the organization and development of clients' marketing campaigns.
- Participates in the preparation and production of advertising materials.
- Offers clients tailored suggestions for implementing advertising strategies to strengthen their brand positioning and market presence.

ACCOUNT MANAGER

Foodpanda / Glovo

December 2018 - June 2022

- Develop strong relationships with customers by connecting with key business executives and stakeholders.
- Prepare and deliver sales reports, addressing client queries and identifying new business opportunities with existing customers.
- Oversee sales performance, analyze sales data, and implement sales strategies to drive improvements.
- Resolve conflicts and provide timely solutions to customer issues.
- Manage leads and contracts using Salesforce.
- Analyze data dashboards in Tableau and Looker to monitor performance metrics.
- Schedule meetings and presentations with prospects, creating, planning, and delivering presentations on company products and portfolio.