



VALERIA FRISHER

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WEBSITES, PORTFOLIOS, PROFILES

- <https://www.linkedin.com/in/valeriya-frisher>

PROFESSIONAL SUMMARY

Skilled Business Development leader offering 12 years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

SKILLS

- Pipeline Management
- Decision-Making
- Strategic Partnerships
- Mergers and Acquisitions
- CRM Platforms
- Prospecting
- Strategic Business Planning
- Market Penetration
- Team Leadership
- Business Development and Planning

WORK HISTORY

Business Development Manager | Yango Delivery Israel - Tel Aviv, Israel

11/2021 - CURRENT

- Manage an 80% portfolio of the company's largest clients, delivering exceptional customer service and exceeding sales targets
- Successfully initiated and executed various projects, including the opening of a new delivery region (Haifa), increasing deliveries through additional projects, and improving service quality
- Responsible for developing and implementing strategies to expand business operations, open new markets, and increase brand awareness.

Sales Manager | RICC, Russian, Citizenship

01/2020 - 04/2021

- Exceeded monthly sales targets by 150-200% consistently
- Provided citizenship services and assistance to repatriates, and maintained excellent customer relations with all clients
- Conducted market research and analysis to develop sales strategies and identify potential business opportunities.

Real Estate Agent | Setl Group

10/2016 - 09/2019

- Specialized in the primary real estate market and was promoted to a senior position within 9 months for outstanding results
- Built and maintained a strong client base, closed deals, and achieved sales targets
- Conducted market research and analysis to develop sales strategies and identify potential business opportunities.

Ariel University, Ariel, Israel

06/2022

MBA: Future Technologies

Kaliningrad State University , Kaliningrad

06/2010

Specialist in Philology: Philology (Polish Language And Literature)

CERTIFICATIONS

- Project Management, Practicum (TripleTen) - 2023

LANGUAGES

Russian: Native language

English:

B2

Upper intermediate

Hebrew:

C1

Advanced

Polish:

C1

Advanced