



Ti Evgenii

Male, 27 years, born on 2 March 1996

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LinkedIn: <https://www.linkedin.com/in/evgenii-ti/>

Another site: <https://t.me/n1ghtdeath>

Reside in: Tashkent

Citizenship: Russia, work permit at: Russia

Ready to relocate, ready for rare business trips

Desired position and salary

Sales representative

2 000

\$

Specializations:

— Sales representative

Employment: full time

Work schedule: full day, remote working

Desired travel time to work: any

Work experience — 5 years 5 months

September 2017

— January 2023

5 years 5 months

Games Experts LTD

Co-founder/Sales Chief Officer

- Increased company revenue by 600% from \$150k to \$700k in a 2-year time period by 2020.
- Achieved consistent monthly sales of 400 deals with an average deal value of \$150, resulting in increased revenue and profitability for the company.
- Fostered customer relationships with outstanding service and support.
- Strong customer engagement, resulting in 80% of complaints/cancellations being resolved (in closed sale).
- Led and coached a team of 5 sellers to improve their performance and sales.
- Created and implemented a sales training program resulting in a significant increase in returning customers from 2-3 per day to 15 per day (increased their daily revenue from 400\$ to 1900\$).
- Developed a hiring pipeline and successfully hired 15 people along with the co-founder.
- Analyzed marketing strategies and developed plans to improve sales (increased yearly sales from 1500 to 5000).
- Strong engagement with contractors, created a forum for potential engagement with new contractors/partners to find those with the best ROI
- Employed and managed over 300 contractors, to make sure they are compliant with agreed-upon terms, and was addressing any issues in a timely fashion.
- Developed and delivered a presentation to potential investors, showcasing company products, services, and growth potential.
- Collaborated with marketing specialists to develop marketing strategies, including Google Ads strategies, the number of unique visitors increased from 13k to 75k, the number of customers increased from 800 to 2200.
- Wrote functional and design requirements for the company website, focusing on maximizing accessibility and comfortability for customers.

Education

Vocational secondary

2022

International University in Moscow, Moscow

Economy, Economy

Key skills

Languages

Russian — Native

English — C1 — Advanced

Korean — B2 — Upper Intermediate

Skills

Business Management

Project management

Sales Management

Team management

Negotiation skills

Analytical skills

Leadership Skills

Sales Skills

Presentation skills

MS Excel

MS Word

Google Docs

Executive Coaching

Driving experience

Own car

Driver's license category B

Further information

About me

- Goal driven and result oriented
- Effective communication and negotiation skills to effectively and persuasively educate customers
- Strong understanding of how to close a sale and build customer relationships to gain return business and lifelong brand commitment
- Sales strategy development
- Team building and leadership skills
- Strong problem solving, multitasking and time management abilities
- Strong analytical and planning abilities
- Work well under pressure and deadlines