



LUKAS LUMPICKAS

<http://www.lumpickas.lt>

PROFILE

B2B sales manager with vast experience in sales. Looking for job opportunities in sales as well as business development.

LANGUAGES AND SKILLS

English C1
German A2
Russian A1
Keynote, MS office
CMS
CRM
Cold calling
Customer service
Written communication
Strategic planning

CONTACT DETAILS

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City: Vilnius
Date of birth: 1993-11-23 (26)

WORK EXPERIENCE

BUSINESS CLIENT MANAGER AT ELEKTRUM LTD.

2019.05-2019.11 Oil & energy industry

After a year at Elektrum, I was promoted to business client manager position. In this role I was accountable for conducting face-to-face negotiations with large scale companies, maintaining a trusted and long-term relationships with 300 existing customers as well as acquiring new ones. During my time in this position I've broaden my perception on negotiations as well as how to deliver best results during business meetings. Additionally, I managed solar power plants based projects for businesses and state owned companies. That gave me an opportunity to handle project throughout all its stages.

CLIENT RELATIONSHIP MANAGER AT ELEKTRUM LTD.

2018.06-2019.05 Oil & energy industry

Since 2018 I've started working at Elektrum Ltd. Baltics leading electricity supplier. Currently I'm working in sales team which is managing B2B and B2C clients. My team was responsible for main company's products: electricity supply, gas supply and solar power plants. For the last four months I had acquired a lot of knowledge about whole energy market as well as solar power plants. I have met and contacted majority of new and potential customers. Therefore, I am fond of multitasking as I had to prioritize my work in order to complete my job on time and meet customer's expectations.

SALES MANAGER AT ANVOL LTD.

2017.06-2018.06 Toys industry

In 2017, I've started working as sales manager at Anvol Ltd. Baltics leading toys retail company. My daily duties varied from communicating with existing and new clients to coordinating orders and managing toys delivery from suppliers to toys stores and supermarkets in Vilnius. A year of work experience in company allowed me to acquire better communicational and management skills.

EDUCATION

INSTITUTE OF INTERNATIONAL RELATIONS AND POLITICAL SCIENCE, VILNIUS UNIVERSITY

Political science, 2012-2017

VYTAUTAS MAGNUS GYMNASIUM, VILNIUS

2008-2012

PETRAS VILEIŠIS PROGYMNASIUM, VILNIUS

2000-2008

BALYS DVARIONAS DECENNARY MUSIC SCHOOL, VILNIUS

2004-2011

INTERESTS AND HOBBIES

After graduation I kept my interest in world politics. I also spend a lot of time reading about Lithuanian history. Also I am keen on cooking and exploring world cuisine.