Resume

Name: Astrit Sallova

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Summary

A productive team player, able to work to deadlines and targets, self-motivated, organized, and able to multitask. Experience of developing apprentices and disseminating knowledge and experience to others. Now looking for a new andlogistics position, one which will make best use of my existing skills and experience and further my development.

Logistics Operations Food Service

Customer Service

Teamwork

Ability to multi-task.

WORK EXPERIENCE

January 2021-Present

Infosoft -Kosovo / Sales Representative

Responsible for selling products and services to customers and representing the brand.

Generating leads and contacting potential customers and promoting products and services to drive sales.

Engaging in cold calling, networking, and attending sales meetings to build relationships with clients.

Communicating with customers to recommend products and services and persuading customers to buy them.

Explaining the features and benefits of products to customers.

Helping customers find offers that meet their preferences and providing services.

Delivering presentations to persuade customers to buy new products.

Resolving customer complaints and concerns.

Handling customer returns, price changes and discounts.

Maintaining and in -depth understanding of the company's products and services to advise and making suitable recommendation to customers.

Attending conferences to understand industry trends.

SKILLS AND ACTTIVITIES:

2019-2022

Branch/ Technician of

Informatic. Secondary School

"Minatori" Fushe Kosova

2023-Present

Computer Science Faculty

AAB

Branch / Programmer.

Language:

1. English: fluent in both written and speaking

SKILLS:

- MS Word, Excel, Lotus Notes, Power Point, Database Systems, ISG,

- Driving license "B" category (2022)

- Familiarity with security policies, regulations, and procedures in classified environments.