



NADIR RAJABOV

B2B SME SENIOR SALES SPECIALIST

PERSONAL

August 22, 1994
Hasanoglu st h/10 a/22
+994 77 201 11 77
rajabov.nadir@gmail.com

SKILLS

Ability to make quick and accurate decisions
Negotiate with clients
Work collectively
MS Word
MS Excel

CERTIFICATIONS & AWARDS

Employee of the year - 2 times (2020 - 2024)
"Azerfon" LLC

Employee of the quarter - 8 times (2019-2024)
"Azerfon" LLC

L.E.A.P. - Talent Acceleration Program (2023-2024)
SDA Bocconi

EXPERIENCE

"PashaPay" LLC
B2B Leading Retention Specialist
Oct 2024 - Present

"Azerfon" LLC
B2B SME Senior Sales Specialist
Sep 2024 - Oct 2024

"Azerfon" LLC
B2B SME Sales Specialist
Nov 2020 - Sep 2024

"Azerfon" LLC
B2B Soho Sales Specialist
Sep 2019 - Nov 2020

"Azerfon" LLC
B2B Sales Support Representative
Nov 2018 - Sep 2019

"ADY Express"
Traffic Controller
Oct 2018 - Nov 2018

"Aptamil"
Accounting Assistant
Jan 2016 - Nov 2017

"Azerbaijan Railways" CJSC
Operator Programmer
Apr 2014 - May 2015

"Azerbaijan Railways" CJSC
Commercial Agent
Apr 2012 - Apr 2014

EDUCATION

N8
High School / 2000-2011
Baku / Azerbaijan

Azerbaijan State University of Economics (Finance)
Bachelor's degree / 2011-2015
Baku / Azerbaijan

WORK ACHIEVEMENT

During my tenure I have succeeded in building customer relationship with large companies, from industries ranging from insurance to technology.
My client portfolio includes but not limited to: "IMAS", "AzerXalça", "XezerTv", "Uber Azerbaijan", "Medsol" etc.