

Madrid, Spain

Professional Summary

Organized and dependable candidate successful at managing multiple priorities with a positive attitude. To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

Skills

- Google Analytics
- Hubspot
- Pipedrive
- Product Promotion
- Training and Development
- B2B Sales
- Interpersonal Communication Skills
- Revenue Generation
- Negotiation Tactics
- Consultative Selling Techniques

Work History

Sales Representative, 09/2022 – 12/2022 Doofinder – Madrid

- Managed customer accounts to secure customer satisfaction and repeat business.
- Built relationships with customers and community to promote long-term business growth.
- Performed effectively in self-directed work environment, managing day-to-day operations and decisions.
- Retained excellent client satisfaction ratings through outstanding service delivery.
- Developed and maintained comprehensive understanding of products, services and competitors to enhance sales presentations.

Business Operations, 02/2022 – 07/2022 Rubrikk Group – Madrid

- Reviewed company's strategic plans and developed personal goals and standards to support vision.
- Implemented business strategies, increasing revenue and effectively targeting new markets.
- Listened to customer issues and conflicts to deliver solutions, propel customer experiences.
- Developed robust relationships with income-producing clients.
- Focusing on website's daily quality check.

Retail Sales, 11/2016 – 07/2021 Bijou Brigitte – Rosenheim, Germany

- Monitored sales floor and merchandise displays for presentable condition, taking corrective action such as restocking or reorganizing products.
- Trained and supervised new employees to use selling strategies and apply best practices.

Education

Bachelor of Arts: Business Administration and Management
Macromedia University of Applied Sciences – Munich, Germany
Bachelor of Arts, Macromedia University of Applied
Completed Course: ANNY DI, 2021, Implementing a business
Strategy to increase sales.
Completed Course: Entrepreneurship

High School Diploma: 07/2018
FOS - Rosenheim, Germany

Languages

Bulgarian
■■■■■■■■■■ Bilingual (B2)
German
■■■■■■■■■■ Bilingual (C2)
English
■■■■■■■■■■ Advanced (C1)
Greek
■■■■■■■■■■ Intermediate (B1)
Spanish
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