

Kamilla Khasanova

Marketing Account Manager - GOLDBERG&NOVAKHOV

New York, NY

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212 470 1570

Experienced Sales Executive with international experience and proven strengths in sales development, marketing and negotiations. Results oriented, multitasking, excellent communicator with strong leadership, presentation, research and analytical skills. Successful in developing strategies to attract new customers and maintain their loyalty. Excellent oral and written communication skills. Comfortable in interacting with all levels of the organization and public. A team player who is attentive to detail and able to work in a fast-paced environment. Committed to quality and excellence.

Willing to relocate: Anywhere

Work Experience

Marketing Account Manager

GOLDBERG&NOVAKHOV - New York, NY

April 2018 to Present

- Manage existing clients and develop new business relations.
- Network within communities to find and attract new business.
- Identify, develop and evaluate marketing strategy, based on knowledge of establishment objectives, market characteristics, and cost markup factors.
- Closely monitor campaign pacing throughout the month/life of the campaign to ensure impression/spend levels are being achieved across all campaigns.
- Effectively manage multiple simultaneous projects with continuously rolling schedule.

Freelance Interpreter & Translator

July 2015 to Present

Documentation and simultaneous translation from English, Russian, Spanish, Italian and Turkish.

Tutor of English and Spanish

July 2015 to December 2017

- Designed lesson plans focused on age and level-appropriate material.
- Developed interesting course program to meet academic, intellectual and social needs of students.
- Earned positive feedback from students and parents regarding learning success.
- Helped pupils improve their listening, speaking, reading and writing skills.
- Created a vibrant teaching atmosphere.

Interpreter & Translator

TRANSLATION AGENCY SYSTEM - Istanbul, TR

June 2014 to June 2015

Documentation and simultaneous translation from English, Russian, Spanish, Italian and Turkish.

Head of Guest Relations Department

HOTEL NATIONAL, A LUXURY COLLECTION HOTEL MOSCOW - MOSCOW, RU
November 2013 to April 2014

- Managed Guest Relations Department.
- Improved quality of service and decreased the number of customer complaints per month.
- Monitored guest reviews and followed-up accordingly.
- Hired and trained new guest relations staff.
- Enhanced cooperation and coordination between different departments.

Sales Development Manager

FOOD COMPANY "LA DELIZIOSA" - Istanbul, TR
January 2013 to October 2013

- Led sales calls with team members to establish sales and customer retention goals.
- Grew number of customers by 10% in the first 3 months.
- Monitored customer preferences to determine focus of sales efforts.
- Generated monthly sales reports and prepared recommendations on sales growth strategy to senior management.
- Shared product knowledge with customers while making recommendations to suit their individual needs.

Sales Development Manager

TEXTILE COMPANY "INTER SA" - Istanbul, TR
June 2011 to December 2012

- Grew number of customers by 20%.
- Generated monthly sales reports.
- Monitored customer preferences to determine focus of sales efforts.
- Maintained friendly and professional customer interactions.
- Trained in negotiations and time management.

Sales development

LEATHER COMPANY "KIRCILAR" - Istanbul, TR
April 2010 to May 2011

- Developed tools to track and monitor personal sales opportunities, deals in progress and finished contracts.
- Took daily inbound calls and key-entered orders, faxes, backorders and credit memos for assigned accounts and clients.
- Developed promotional programs to optimize revenue levels.
- Responsible for implementing all business-building and relationship-building expectations with uniquely assigned accounts and customers.

Guest Relations

TOUR OPERATOR AGENCY "CAMINO TOUR" - Istanbul, TR
May 2009 to September 2009

- Recorded guest comments or complaints, referring customers to managers as necessary.
- Assisted guests with any special requests during their visits.
- Managed quality communication, customer support and product representation for each client.

AGENCY "BENT" and OASI"

Madrid, Spain and Milan, Italy

Interpreter & Translator

September 2004 to January 2009

Simultaneous translation from Spanish, Italian, English and Russian at fairs, congresses and other events in Madrid and Milan.

Madrid, Spain and Milan, Italy

Waitress and bartender

LAW OFFICE "ZASHITA"

September 2004 to January 2009

Secretary

Kislovodsk - RU

August 2000 to September 2001

- Maintained account inventory.
- Handled incoming and outgoing correspondence, including mail, email and faxes.
- Typed documents and compiled information for meetings.

Education

BBA in ECONOMICS AND BUSINESS ADMINISTRATION

Rostov International University of Economy and Administration

2012

ENGLISH LANGUAGE COURSE

"ELS" Language School - New York, NY

February 2009 to April 2009

BACHELOR OF ARTS in GRAPHIC DESIGN

"Nesterova" University of Moscow - Moscow, RU

2004

FRENCH LANGUAGE COURSE

"French Academy" - Buenos Aires, AR

2002

Skills

- ACCESS (Less than 1 year)
- EXCEL (10+ years)
- MS OFFICE (10+ years)
- OPERA (2 years)
- PHOTOSHOP (2 years)
- Customer Service
- Social Media Marketing
- Marketing Strategy

Additional Information

COMPUTER SKILLS

Excellent command of MS Office (Access, Excel, Power Point, Word) Internet Browsers, Photoshop and Opera