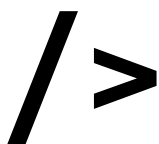<

VITALII HONCHARENKO

LEAD GENERATION SPECIALIST

/ OBJECTIVE

Hi! I am a mindful lead generation specialist with more than two years of web research/IT sales and an enthusiasm for communicating. Currently looking for an opportunity to get on board to implement knowledge and skills in an online workspace.

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/ CONTACT DETAILS

Date of birth: 14/04/1993
Address: Traktorostroitelei Ave 162E, Kharkov, Ukraine
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E-Mail: wineeewineee@gmail.com
Li: https://www.linkedin.com/in/vitaliihoncharenko/
GitHub: https://github.com/vitaliiwine

/ WORK EXPERIENCE

>> Sales Analyst (lead generation)
CHI Software | Kharkov, Ukraine
03/2021 - 04/2024
  > Active research using such platforms as LinkedIn, Perplexity.ai, Crunchbase;
  > Crafting cold & warm outreach script sequences;
  > Communicating with cold leads in correspondence, converting them to hot leads;
  > Fact-finding potential prospects based on various ICPs;
  > Mailing;

>> Front-End Developer Intern
Playscape Group | Tel-Aviv, Israel
02/2019 - 06/2019
  > Worked with a team of front-end developers to build UI design concepts.
  > Developed landing page for registration to a conference using HTML, CSS, jQuery.
  > Created responsive cross-browser compatible layouts using CSS3 flex-box and Bootstrap4.
  > Developed CSS styles to maintain the uniformity of all screens of application using CSS3 media queries.

/ EDUCATION HISTORY

>> Treehouse Inc (online course)
Web Development Track | 09/2020 - 03/2021
  > HTML base, HTML forms, Chrome DevTools;
  > CSS3 base, CSS3 Selectors, responsive design basics, CSS3 Flexbox, Bootstrap4 basics;
  > JavaScript base, JS and the DOM, Ajax, Fetch API;

>> Kharkov National Pedagogical University
Foreign Philology | 2010 - 2015

/ SKILLS & COMPETENCIES

- Tech Savviness
- Lead Nurturing
- Top-notch Communicating Skills
- B&B Selling
- Networking Skills
- Targeting & Segmentation
- HubSpot, Zoho, LinkMatch, Crunchbase, Snovio, Sales Navigator/Insights

/ LANGUAGES

English (Upper-Intermediate), (+א)עברית, Spanish (Beginner), Russian (Native), Ukrainian (Fluency)