

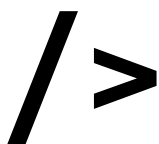


# VITALII HONCHARENKO

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.



## / CONTACT DETAILS

Date of birth: 14/04/1993

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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), (+)עברית, Spanish (Beginner), Russian (Native), Ukrainian (Fluency)