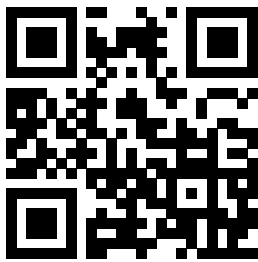
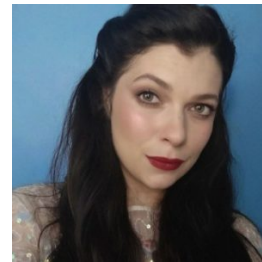


Anastasia Fesenko — Sales/Business Development Manager



⬆ Middle
📍 Россия
💰 80 000 - 160 000 ₺ (руб/мес)
✉ Контакт: geeklink.io/cv-74192



Опыт работы

• IDAP

Jun 2022 - Dec 2022 - Business Development manager

- Searching for new customers via the Upwork channel.
- Assessing client needs based on current objectives.
- Conducting communication with the clients.
- Conducting business calls with potential customers.

• Smogu.Studio

Feb 2023 - May 2023 - SDR

- Negotiating with B2B leads
- Launching email and LinkedIn campaigns
- Lead scoring
- Scheduling calls/interviews

• Dewais

Mar 2020 - Mar 2022 - Customer Success Manager

- Searching for new customers via different marketing channels.
- Contributing to and executing a strategy to drive new partner acquisition.
- Conducting communication with the client.
- Analyzing customer data to improve customer experience.
- Assessing client needs based on current objectives.
- Generated new job opportunities for 10 Junior/Middle developers

• Anuitex

Oct 2019 - Feb 2020 - Lead Generation Manager

- Searching for new customers on Upwork and writing efficient cover letters to them.
- Communicating with customers and clarifying their needs.
- Planning, preparing, and launching sales and marketing activities.
- Actively participating in sales process improvement.
- Recommending and initiating new sales ideas and events.
- Maintaining and updating all sales data in CRM.
- Doubled amount of positive answers within 2 months.

• Tapmedia Ltd

Apr 2018 - Jun 2019 - Affiliate Manager

- Searching for and reaching out to new affiliates to set up long-term partnerships
- Negotiating with existing ones and managing their requests
- Analyzing and optimizing scalable media sources that can provide qualified and profitable traffic
- Maintaining affiliate program documentation and reporting
- Doubled the project profit within half a year
- Attracted 5 big affiliates and established a solid long-term partnership

Образование

- **Bachelor's degree, Foreign Languages (Spanish, English)**

V. N. Karazin Kharkiv National University
2012-2016

Обо мне

I find it quite enriching to meet new people, establish partnerships, identify clients' sore points, and help solve them, thus helping to develop my team and take it to the next level.