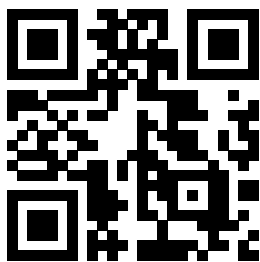
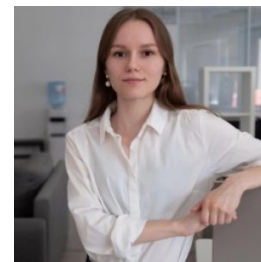


Tatsiana Artsemishyna — Lead Generation Manager/ Sales Manager



- 📍 Middle
- 📍 Belarus, Poland, Russia
- 💰 600 \$ (дол/мес)
- 📅 Полная занятость
- 🏠 Удаленная работа
- ➔ Релокация
- ✉ Контакт: geeklink.io/cv-118308



Навыки

Active sales, B2B sales, Business Correspondence, Cold Sales, CRM, Dealing with objections, Expandi, HubSpot, Searching and attracting clients, Upwork.

Опыт работы

• Orcas

January 2024-July 2024 - Sales Manager

- Advised clients on paid services
- Collaborated with sales team to optimize approaches.
- Stayed updated on industry trends and competitors.
- Maintained accurate CRM records for efficient follow-up.
- Successfully met KPI

• Timspark

August 2024- October 2024 - Lead Generation Manager

- Outreach: Generating leads through LinkedIn, Telegram, Discord, Slack, Upwork and other platforms to expand reach.
- Client Engagement: Effectively engaging with potential clients, understanding their needs, and building strong relationships to move them through the sales pipeline.
- CRM : Organizing client information in the CRM, tracking interactions, and maintaining up-to-date data to optimize processes.

Образование

• Английский язык

МГЛУ
July 2025

Обо мне

I worked in sales and lead generation in the B2B IT sector, developing skills in client acquisition and building effective engagement strategies. As a Lead Generation Manager, I effectively used various tools to optimize my work:

- CRM and Automation: I actively used Hubspot for managing the client database and Expandi to automate lead generation and client interaction processes.

- Multichannel Strategy: I focused on LinkedIn to find and interact with leads. I also successfully sourced potential clients through Telegram, Discord, and Slack, which expanded my reach and helped me discover new collaboration opportunities.
- Event Engagement: I participated in IT events to attract potential leads, which also helped broaden my network and create opportunities for deals.

During this period, I gained valuable experience and contributed to growing the client base, allowing me to better understand the specifics of sales in the IT sector.