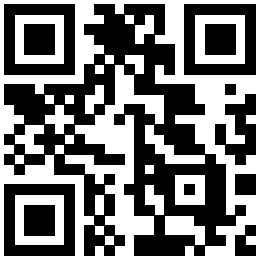


# Vladislav Dashkevich — International B2B Sales / Business Development Manager / Key Account Manager / Affiliate Manager / Head of Sales



- Senior
- Belarus, Minsk
- 2 000 \$ (дол/мес)
- Полная занятость | Фриланс | Частичная занятость
- Удаленная работа
- Релокация
- Контакт: [geeklink.io/cv-121022](https://geeklink.io/cv-121022)



## Навыки

AI, B2B SaaS, gambling/igaming (poker), IoT, MedTech, micromobility.

## Опыт работы

### • ScootAPI, <https://scootapi.com>

**September 2022 — present time** - Business Development Manager

B2B SaaS solution for e-vehicles ride-sharing business. We help companies to launch their own mobility platforms.

- Boosted inbound/outbound sales of SaaS solution and services by negotiating, conducting personalized demo and closing complex contracts with ride-sharing startups and established operators and companies across EU, US and CIS markets.
- Established a sales process from scratch in a previously non-sales-driven environment: implemented a CRM system, designed a sales funnel (enhancing conversion rates, identifying and eliminating bottlenecks), automated email workflows, integrated IP telephony and WhatsApp into CRM system for seamless communication.
- During my probation period I closed 2 contracts and onboarded several trial clients.
- Within the first year I secured 8 new clients (prior to my role, the company had only 7 clients in 4 years).
- Identified and implemented a new client acquisition channel, establishing strategic partnerships with leading e-mobility manufacturers.
- Defined ICP and target regions, developed sales scripts, objection-handling guides, and standardized procedures for new team members.
- Mentored and onboarded new hires, accompanied them on meetings, set tasks and monitored performance. Introduced KPIs and bonus system to enhance team efficiency.
- Supported the marketing team in creating compelling presentations, media kits and company website content to boost lead generation and advertising campaigns.

### • Deeplay, <https://deeplay.io/>

**August 2021 — August 2023** - Sales Manager / Affiliate Manager / Agent

Sales and distribution of AI software for Poker industry (both B2B and B2C).

- Developed and executed targeted search and acquisition of potential clients, partners and agents all over the world (US, EU, Taiwan, Vietnam, China, India and others), establishing long-term relationships with them for ongoing partnership.
- Built and scaled a high-performing partner network that autonomously promoted products, driving sustainable growth.
- Achieved maximal commission of 30% through high subscription sales performance during the first several months.
- Assisted clients with the software setting up and its configuration. Created product tutorial videos that improved customer onboarding and product implementation success.

- I was the first in the company to sell the new product Bot Farm.

• **Belexway (Outsource Sales Team), <https://belexway.com/>**

**March 2020 — March 2021** - Lead Generation Manager

Lead Generation, Sales & Marketing outsourcing agency / Outsource Sales Team

- Created and executed high-conversion LinkedIn lead generation campaigns in US and EU markets.
- Managed lead generation for 2-3 clients simultaneously.
- Secured 10+ monthly online meetings with potential clients even during the COVID market challenges.
- Successfully negotiated and closed 3 B2B sales deals during the first year.
- Onboarded and trained new hires while managing their tasks and performance.

• **Pan-Invest, <https://pan-invest.com/>**

**August 2017 — September 2021** - Head of Sales Department

B2B wholesale of furniture components, fittings and materials.

- Sales management, analysis, strategic planning and sales forecasting, including Power BI analytics.
  - Comprehensive competitor analysis and pricing strategy development.
- Accomplishments:
- Increased the department's profit by 30% in the first year by implementing the following measures:
  - Built scalable sales infrastructure including sales funnel optimization, professional sales scripts and standard operating procedures (SOPs).
  - Drove sales effectiveness by creating USP, ICP, and implementing customer segmentation with ABC analysis.
  - Implemented work and business process automation to enhance efficiency and reduce manual workload.
  - Built and managed high-performing sales team: by recruiting, onboarding and training sales personnel while implementing KPIs and bonus system.
  - As a playing coach, I brought in and developed key strategic clients for the company, which increased the department's turnover by 25%.
  - Cross-functional leadership: collaborated with logistics, warehousing, jurist and finance departments to streamline operations.

• **Pan-Invest, <https://pan-invest.com/>**

**May 2013 — August 2017** - Active Sales Manager / Key Account Manager

B2B wholesale of furniture components, fittings and materials.

- Active sales (outbound/inbound), building and maintaining long-term partner relationships with clients, negotiations with top executives and business owners, market analysis, participation in professional exhibitions and seminars.
- Accomplishments:
- Built a client base from scratch, driving revenue growth — my clients contributed up to 35% of the entire sales department's turnover.
  - Regularly secured tender orders exceeding \$100K with an average deal size of \$1-2K.
  - Identified and developed new market niches, sales channels and client acquisition strategies to expand business opportunities.
  - Successfully promoted new product lines, increasing market penetration.
  - Expanded sales into new regions, significantly boosting overall revenue.

## Образование

• **Engineer-Mechanic**

VSTU, Vitebsk  
2003/2008

## **Обо мне**

International B2B Sales / Business Development Manager / Key Account Manager / Affiliate Manager / Head of Sales / SaaS / AI / IoT / MedTech