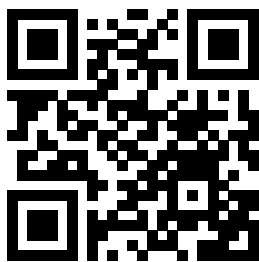
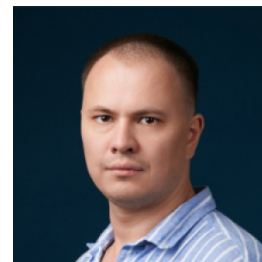


# Igor Bedunkevich — Head of Sales



👤 Team Lead  
📍 Кипр  
💰 3 700 - 5 000 € (евро/мес)  
📅 Полная занятость  
☁ Удаленная работа  
✈ Релокация  
✉ Контакт: [geeklink.io/cv-126653](https://geeklink.io/cv-126653)



## Опыт работы

### • Finera

**08.2024-05.2025** - Business Developer

Identified potential clients through research and networking activities.  
Contacted prospects using various methods to pitch the services, including calls, emails, and messages.  
Met with potential clients to determine their needs and matched them with the company's solutions.  
Updated the business' CRM (Customer Relationship Management) software with the client's details and information in regards to where they were in the sales process.  
Nurtured leads and closed sales contracts.  
Collected all the needed documentation from the clients according to the confirmed due diligence checklist.  
Worked with compliance and legal departments to approve due diligence and compliance.  
Sent confirmation to onboarding and accounting when due diligence was confirmed.  
Built and maintained relationships with clients and prospects.  
Reconnected with past prospects to reintroduce them to the business services.  
Attended conferences and other events on behalf of the company.  
Stayed up-to-date on industry-specific landscapes and trends.

### • NDA

**04.2024-08.2024** - Business Developer

Conducted comprehensive competitor analysis to identify trends and opportunities for differentiation.  
Lead the integration and management of diverse payment systems to enhance transaction security and user convenience.  
Engaged with regulatory bodies to navigate and resolve licensing issues, ensuring compliance across multiple jurisdictions.

### • Antilatency

**08.2019-04.2024** - Head of Sales Operations Global

Managed global sales operations, including business development, key account management, and new product launches.  
Lead a team of 2 business development managers, 1 account manager, and 1 sales assistant.  
Collaborated with the CEO and marketing team to create and implement effective sales strategies.

09.2020-09.2023 As a Senior Sales & Partnerships Representative

Closed 272 new deals globally, generating over \$1.7 million in revenue selling AR/VR positional tracking technology.  
Established and managed a global distribution network of 15 resellers across key markets.  
Developed a network of 12 major clients worldwide and revamped the financial model of paid technical support services.  
Successfully launched a new XR product in the global market through proactive lead generation strategies.

08.2019-08.2020 As a B2B International Sales Manager  
Proactively generated leads through cold calling and social media outreach, resulting in 58 closed deals and \$110,000 in revenue.  
Achieved a 49% conversion rate from incoming requests and reactivated 9 customers from the refusal stage.

- **Roistat**

**04.2019-06.2019** - International Sales Manager

Conducted cold calling and outreach to potential clients and partners in the US and EU markets.  
Conducted online demo presentations through Zoom and Google Meets to showcase company products.  
Helped create an Ideal Customer Profile (ICP) for the business development department to adjust marketing campaigns.

- **CallGear**

**06.2018-04.2019** - Business Development Manager

Proactively generated leads through cold calling, LinkedIn outreach, and automated email campaigns in the US market.  
Conducted remote demo presentations to potential clients.  
Promoted to Sales Lead and managed a team of 5 sales managers, increasing outbound calls by 70% through automated sales tools.  
Recruited and trained new managers.

- **Cap Info Pro, Batiactu Group**

**06.2016-08.2016** - Advertising Sales Manager

Attracted new advertisers to the news website in the construction domain.  
Sold various layout advertising options on the website through cold calling.  
Made up to 70 cold calls per working day.  
Conducted negotiations.  
Negotiated contracts.  
Prepared and conducted reporting.

## Образование

- **Linguistics**

Moscow Pedagogical State University  
02.2016-07.2019

## Обо мне

Dear Hiring Team,

I am excited to express my interest in employment at your esteemed company. With over seven years of experience in international B2B sales, business development, and partnership management across the EMEA, NA, LATAM, and APAC regions, I bring a proven track record of delivering results and fostering long-term business relationships.

Most recently, as a Business Developer at Finera (ex. GumBallPay), I played a pivotal role in identifying and nurturing client relationships, navigating complex compliance requirements, and successfully closing high-value sales contracts. Prior to this, during my tenure as Head of Sales & Partnership Operations Global at Antilatency, I closed 272 new deals generating over \$1.7 million in revenue, established a global distribution network of 15 resellers, and successfully launched a new XR product worldwide.

My experience spans diverse industries including AR/VR/XR hardware solutions, SaaS, Telecom, and iGaming, equipping me with the adaptability and strategic thinking required to thrive in fast-paced, competitive markets. I am also skilled in managing cross-functional teams, sales planning, product launches, and CRM integration to optimize sales performance.

Holding a Bachelor's degree in Linguistics from Moscow Pedagogical State University and being fluent in English, French, and Russian, I excel at building rapport with international clients and partners. I am passionate about leveraging cutting-edge solutions to address client challenges and drive business growth.

I would be thrilled to bring my expertise and enthusiasm to your team and contribute to your company's continued success. Thank you for considering my application. I look forward to the opportunity to discuss how my background aligns with your goals.

Warm regards,

Igor Bedunkevich