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# Dispatcher. Sales manager.

## Despre mine

I am a dedicated and results-driven professional with a strong background in sales and dispatch. My career has been marked by a commitment to excellence and a passion for continuous learning, allowing me to adapt and thrive in dynamic environments.

I excel in key skills or areas, such as leadership, project management, technical expertise, etc., consistently delivering high-quality results through effective management. My ability to mention a key strength, such as problem-solving or team collaboration has been instrumental in driving successful outcomes for the teams and projects I have been involved in.

## Experiența profesională

### Sales manager · Arissupport

*Mai 2023 - Septembrie 2023 · 5 luni*

As a sales manager in a trading company, I develop and implement effective sales strategies to meet our revenue targets.

I oversee the performance of the sales team, providing training and support to help them achieve their individual and collective goals.

Conducting market research is a key part of my role, helping to identify new business opportunities and stay ahead of industry trends.

I am responsible for building and maintaining strong relationships with key clients, ensuring high levels of customer satisfaction.

Regularly analyzing sales data and generating reports is crucial to monitor our progress and make data-driven decisions.

Negotiating contracts and closing deals with clients and suppliers are fundamental aspects of my daily responsibilities.

I collaborate with other departments, such as marketing and logistics, to ensure a seamless flow of goods and services.

Keeping track of inventory levels and coordinating with the procurement team to avoid stockouts or overstocking is part of my duties.

I attend trade shows and industry events to network, promote

- 👤 19 ani
- ♀ Feminin
- 📍 Chișinău
- 💰 15 000 MDL

## Preferințe

- Full-time

## Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Ucraineană** · Comunicare

## Permis de conducere

Categoria: B  
Cu automobil personal

our products, and gather insights on competitors. Implementing and managing customer feedback systems allows me to continually improve our sales processes and customer service.

## **Dispatcher · Teleport LLC**

*Octombrie 2023 - Ianuarie 2023 · 9 luni*

As a dispatcher, I coordinate and schedule the timely delivery of goods and services, ensuring efficient route planning.

I monitor the status and location of vehicles and drivers, providing real-time updates to ensure adherence to schedules.

Communicating with drivers regularly is essential, offering support and instructions to handle any issues that arise during transit.

I manage and prioritize incoming service requests, assigning them based on availability and urgency.

Keeping detailed records of dispatch activities, including times, locations, and outcomes, is a critical part of my responsibilities.

I liaise with customers to provide updates on delivery times and address any concerns or changes in their orders.

Ensuring compliance with safety and regulatory requirements for all dispatched vehicles and personnel is a key aspect of my role.

I work closely with maintenance teams to schedule regular vehicle inspections and repairs, minimizing downtime.

Utilizing dispatch software and GPS tracking systems helps me optimize routes and improve overall operational efficiency.

I analyze dispatch data to identify patterns and areas for improvement, implementing strategies to enhance service quality and efficiency.

## **Studii: Medii**

**IPLT Nicolae Iorga**

*Absolvit în: 2024*