

Sales Manager with 8 years experience in Sales



Summary

I am looking for a job in an innovative and perspective company. I always strive for maximum results, know different selling techniques and strategies, have management experience. The existing IT engineer bachelor and managerial master degrees would be particularly useful for companies looking for a sales/project manager with knowledge in the IT sphere.

Work experience

Head of Sales

Estonia

Sep 2018 - Present

Electronics / Telecommunication

I am managing team of 38 sales.

Head of Sales

Finland

Jan 2013 - Jul 2018 (5 y. and 7 m)

Information Technology

Working in an international, one of the largest IT companies in the Nordic countries.

I am responsible for 20 sales persons who work with clients from all over the world.

Achievements: I was responsible for the development and implementation of the new CRM

system; I organized managerial training courses; the sales results have doubled since my arrival; I was recognized as a team leader of the year.

Sales manager

Lithuania

Jan 2012 - Aug 2013 (1 y. and 8 m)

Information Technology

I was promoted to sales managers. I led a team of 18 sales, part of them were working in Estonia.

Achievements: Sales plan execution increased by 48%.

Sales Specialist

Lithuania

Feb 2010 - Jan 2012 (2 y.)

Information Technology

I wanted to try another job and started to work in sales.

Main tasks: searching for new customers, servicing and managing existing clients. Working with B2C clients.

Achievements: after half a year I was transferred to B2B clients; I received the annual salesman award.

IT Technician

Lithuania

Mar 2008 - Feb 2010 (2 y.)

Information Technology

While studying, I started working as a IT specialist. Worked with company's computer network and servers, did some programming work.

Education

VU (Lithuania, Higher education)

Business Management / Master

2011 - 2013

VU (Lithuania, Higher education)

Business Management / Bachelor

2006 - 2011

Part time studies. I studied another specialty alongside IT engineering.

VGTU (Lithuania, Higher education)

IT Engineer / Bachelor

2005 - 2009

Vilniaus Laisvės gimnazija (Lithuania, Secondary education)

1993 - 2005

Language skills

Language	Listening	Reading	Communication	Presentation	Writing
Lithuanian (Language of communication)					
English	C2 (?)	C2 (?)	C2 (?)	C2 (?)	C2 (?)
Russian	C2 (?)	C2 (?)	C2 (?)	C2 (?)	C1 (?)
German	B2 (?)	B2 (?)	B2 (?)	B2 (?)	B2 (?)
Finnish	B2 (?)	B2 (?)	B2 (?)	A2 (?)	A2 (?)

Levels: A1/A2 - Basic user; B1/B2 - Independent user; C1/C2 - Proficient user

[Common European Framework of Reference for Languages](#)

Computer skills

Operating systems

Advanced UNIX, Linux

Programming languages

Advanced MySQL, C++, C

Intermediate Oracle, JavaScript

Graphics, design, multimedia

Intermediate Adobe Photoshop

Driving skills

Licence since Acquired categories

2006 B

Desired position

Sales / Retail

Sales manager, Sales project manager, Project manager

Work type

Employee

Working time

Full-time

Locations

Vilnius, Kaunas

Other

Advanced training

Kas yra geras lyderis?

TMMD, UAB / Lithuania

2012 (2 months)

Additional info

In my spare time I still devote time to programming. I also write my blog about sales. I'm receptive to innovation, communicative, capable of bringing people together and bringing them together for a common purpose.