




## Kenan Agakishiyev

**DATE OF BIRTH:**  
08/01/1989


### CONTACT

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### ABOUT ME

I'm a people-person. I love meeting new people and make connections. Almost always find common ground with strangers. Probably this is because I'm pretty good communicator. Pride myself on making sure people have the right information because it drives better results and give trust. Also I'm results-oriented, constantly checking in with the goal to determine how close or how far away I am & what it 'll take to make it happen. For me this pressure inspiring and a great motivator. All these skills are especially helpful in my profession because in Sales (B2B & B2C) and International Relations communication, responsibility & ambitious are one of the most important things. During a years in Sales I've made a lot of connections with Senior Managers & DMs, created my own clients base which I try to update every time. As people say I'm a natural leader. I've eventually been promoted to a leadership role in almost every job because I like to help people. Sometimes co-workers come to me with questions even when I'm not in a leadership role and if I don't know the answer, at least will point them in the right direction. Working in different areas such as Marketing, Business Development, Business Event Organization and Trade made me highly organized person. I always take notes & use a series of tools to help myself stay on top of deadlines. Prefer to keep a clean workspace and create a logical filing method so I'm always able to find what I need.

### WORK EXPERIENCE

**10/2019 - 06/2020** - Baku, Azerbaijan

#### Senior Sales Manager in B2B

Times Consulting

Responsible for the planning of advertisement campaigns and sale of advertisement spaces, directing advertising activities to increase clientele and maximize profits. Develop

standards for pricing to maximize company profit and ensure customer satisfaction. Proffering expert suggestions to customers on suitable services, considering costs and target

market.

Review media placements to ensure they are in accordance with clients needs and preference, any necessary

adjustment or feedback is related to the creative department for corrections.

Prepare advertising budgets, set targets, and assign job duties.

Providing clients with advertising sales materials to aid them in choosing appropriate services.

Administrative and support service activities

**05/2019 - 10/2019** - Baku, Azerbaijan

#### Senior Key Account Manager in B2B

- "Azercell Telecom" LLC

Identify potential clients, and the decision makers in organizations, establish and develop strategic relations.

Search for new High Level clients. Setup meetings, conduct presentations and negotiations on potential partnerships and projects.

Forecast sales targets.

Keep under control the portfolio and expand it by bringing new big companies.

Financial and insurance activities | <https://www.azercell.com/en/>

**06/2018 - 06/2019** - Baku, Azerbaijan

- **Store Manager & Curator**

AZZA

Developing store strategies to raise customers' pool, expand store traffic and optimize profitability.

Meeting sales goals by training, motivating, mentoring and providing feedbacks. Ensuring high levels of

customer's satisfaction through excellent service.

Maintain outstanding store condition and visual merchandising standards.

Be a shining example of well behavior and high performance.

Responsible for store control, control of products & staff.

Weekly and monthly feedbacks, reports.

Accommodation and food service activities | <http://azza.az/ru/>

**05/2017 - 05/2018** - Baku, Azerbaijan

- **Store Manager**

Retail Group Azerbaijan, INDITEX

Responsible for store, staff and delivery control.

Ordering new collections and new items. Analyse sales, control stock, making extra orders or block unnecessary deliveries.

Drive customer service excellence to every aspect of the store, including store appearance, display of

merchandise, product placement, store layout, and selling procedures.

Ensure strategic goals and sales targets of the store are met by maximizing sales and gross profit, reviewing sales

performance, controlling expenses, and managing inventory.

Hire, train, develop, and supervise staff.

Provide staff with feedback, coaching, and performance evaluations.

Wholesale and retail trade; repair of motor vehicles and motorcycles | <http://retailgroupazerbaijan.com/>

**07/2014 - 01/2016** - Baku, Azerbaijan

● **Head of Sales Department**

Baku Retail Partners

Owning and hitting/exceeding annual sales targets. Developing and executing strategic plan to achieve sales targets and expand our customer base.

Building and maintaining strong, long-lasting customer relationships.

Partner with customers to understand their business needs and objectives. Effectively communicate the value proposition through proposals and presentations.

**06/2013 - 03/2014** - Budapest, Hungary

● **Executive Sales Consultant**

Stamford Global

I was coordinating event space on behalf of a hotel, conference room or other venue provider. Handling customer inquiries. I was responsible for account management, sales prospecting and business development.

Key activities included account management, business development, market research, sales prospecting, public relations, customer relationship management, event planning and coordination, logistics oversight, revenue management, and communications. Our team were preparing proposals for clients and maintain well-organized event records.

Had meetings with clients regularly, and often conducting tours of the event facility. I were providing accurate and timely information to clients, vendors, and meeting planners.

Most of the time were responsible for all elements of event planning, including identifying event logistics and negotiating contracts.

Were preparing detailed event reports, including sales data worksheets, cost projections and other financial metrics.

**05/2012 - 05/2013** - Budapest, Hungary

● **Sales Manager**

Fleming Europe

Responsible for sales and promotion of business-to-business Conferences worldwide. Keep in touch with clients, documentation, Contracting.

<https://fleming.events/>

**06/2009 - 10/2009** - Baku, Azerbaijan

● **Credit Analyst**

Uni Bank

Responsible for customer relations and maintaining contacts. Keeping on track procedures, credits, direct contact and work with a back office, analyzing

client financial history with special focus on credit history, finding the financial product that suits clients'

needs the most, continuously align with the Financial Department.

Financial and insurance activities | <https://www.unibank.az/en>

**11/2008 - 06/2009** - Baku, Azerbaijan

● **Assistant of General Manager**

AzTexGroup & Automotors

Responsible for analysis and control of employee work effectiveness, control of factory and service center work effectiveness, preparing and managing contracts, monitoring money movements.

Preparing documentation for banking and credit transactions. Maintaining relationships

with suppliers and clients, assisting the manager with the financial aspects of constructions: insurance, banks, accounts payable and investors.

**04/2007 - 04/2007** - Baku, Azerbaijan

● **Sales manager**

Dussman Group

Responsible for sales and promotion by phone and personal (face to face) meetings, advertising, PR, client relations, corporate tasks, preparation, collecting information, documentation, contracting, advertisement designing, analysis and feedback building, accounting, transactions preparation and monitoring.

## EDUCATION AND TRAINING

**25/07/2019 - 26/07/2019** - Baku, Baku, Azerbaijan

● **Successful Strategies**

Michael Bang 5 Stars Sales & Services

**12/06/2019 - 13/06/2019** - Baku, Baku, Azerbaijan

● **Portfolio Management**

B2B Sales Master Class

**09/2012 - 10/2013** - Budapest, Hungary

- **MSc in Marketing Management**

International Business School, Oxford Brooks University

<https://www.ibs-b.hu/>

09/2005 - 06/2009 - Baku, Baku, Azerbaijan

- **BA in International Relations**

Azerbaijan State University of Economics

<http://unec.edu.az/en/>

09/2005 - 06/2006 - Ohio, Columbus, United States

- **International Relations**

The Ohio State University

<https://www.osu.edu/>

09/1995 - 06/2005 - Baku, Azerbaijan

- **High School**

European Liceum

## LANGUAGE SKILLS

**MOTHER TONGUE(S):** Azerbaijani | Russian | Turkish

### English

Listening  
**C2**

Reading  
**C2**

Spoken  
production  
**C1**

Spoken  
interaction  
**C1**

Writing  
**C2**

### Hungarian

Listening  
**A1**

Reading  
**A1**

Spoken  
production  
**A1**

Spoken  
interaction  
**A1**

Writing  
**A1**

## DIGITAL SKILLS

Microsoft Word | Microsoft Excel | Outlook | Microsoft Powerpoint | Microsoft Office | C1 | Social Media

## DRIVING LICENCE

- Driving Licence: **B1** / Driving Licence: **B** / Driving Licence: **C1** / Driving Licence: **C**

## HOBBIES AND INTERESTS

◆ **Travel, History, Literature, Hunting, Technology**