



ARMEN EGUNIAN

B2B SALES & PRODUCT MANAGER

ABOUT ME

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REFERENCES

George Putkaradze
Managing partner at Local host
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Dimitri Sanaia
Founder of Enigma Media
+995 558 501 841

LANGUAGE

GEORGIAN	■■■■■■■
ENGLISH	■■■■■■■
RUSSIAN	■■■■■■■
ITALIAN	■■■■■■■
SPANISH	■■■■■■■

ABOUT ME

An excellent negotiator with strong communication skills and extensive experience in B2B sales. Having attended various international fairs and business forums. Currently in the process of transitioning to a new career path - IT project management.

EDUCATION

Università degli Studi di Parma
Telecommunication Engineering - Master's Degree - Year 2016

Georgian Aviation University
Airspace Engineering - Bachelor's Degree - Year 2012

EXPERIENCE

SWEET | MAKING SCIENCE - CS MANAGER 2022 - PRESENT

Develop and manage client portfolios. Aid in digital product design and development. Execution of sales growth, cross-selling and contract renewals. Handling and resolving customer queries and complaints.

ENIGMA MEDIA - COO 2021 - 2022

Designing and implementing business operations, establishing policies that promote company culture and vision, developing actionable business strategies and plans.

METRO LOGISTICS - OPERATIONS MANAGER 2020 - 2021

Resolving contractual and commercial problems. Reviewing and developing operational process flows

LOCAL HOST - SALES & PRODUCT MANAGER 2019-2020

My main role in the company was to find new partners, manage existing portfolios, manage B2B B2C sales, participate in international fairs in Italy, Spain and Switzerland, market analysis and product development.

SKILLS

COMMUNICATION SKILLS	■■■■■■■■■
DIGITAL MARKETING	■■■■■■■■■
GRAPHIC DESIGN(UX/UI)	■■■■■■■■■
PROGRAMMING SKILLS	■■■■■■■■■