

Meri Bajri

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Address: Fahri Ramdani Street, Rus, Shkoder, Albania

Work experience

Allan Lloyds Group

May 2013 — October 2014

Conference/Sales Team Leader

- Sell delegates places for our portfolio of international business conferences and events
- Research (using telephone and internet) to expand the database with contacts – senior executives and other executives who are potential attendees for the events
- Manage the entire sales cycle, from identifying potential delegates to closing the deal, including negotiating the conference fees depending on early registration or multiple registrations
- As a Sales Executive i used mainly the telephone and e-mail to communicate with the delegates and resource persons
- Proactively follows up on brochure requests or other enquirers forwarded by the marketing department
- Use the event's description, benefits and values to develop efficient pitching strategies
- Build strong, profitable business relationships and ensure sales targets achievement
- Develop, manage and sustain sales pipelines

3G Holdings

March 2015 — April 2016

Sales Agent, Sales Team Leader

- Building strong ,profitable business relationships and ensure sales targets achievements
- Managing the sales group(15-20 employees)
- Strong group motivating abilities
- Full understanding the group needs and managing the entire group to solve problems .

Unit Center

March 2016 — Present

Agent

- Reaching out to prospective clients and building a strong customer base.
- Presenting the company's platform and system on how to do online trading(PC,Ipad,Smartphone).
- Working with individuals to provide them information and guidance to trade online/predict.
- Working closely with clients to offer personalized financial advice.

Qualifications

Customer Experience Management (CEM,CRM)

- B2C Sales
- Event Management
- CRM Network
- Customer Retention,Satisfaction
- Forex
- Online Trading
- Binary Option
- TeamWork
- Coaching/training

Education

Bachelor of Education (BEd) Elementary
Education and Teaching

2012 — 2015

Luigj Gurakuqi University

References

References available upon request.