

Digital Transformation | People Development | Coaching - Helping organisations unleash the full potential of their people

Główne umiejętności

People Development
Sales Management
Coaching

Languages

English (Full Professional)
French (Elementary)
Polish (Native or Bilingual)
Turkish (Full Professional)

Certifications

Sales Forecasting
Virtual Selling for Sales Professionals
Google Analytics Certification
Global Strategy
Sales: Closing a Complex Sale

Podsumowanie

I'm helping multinational companies with their strategic people development through democratizing coaching and making it available for people at all levels. CoachHub helps your company to implement coaching as a strategic people development measure and to offer your employees location independence and flexibility.

As an Enterprise Account Executive, I have experience in SaaS, Technology, and Consulting sales. My role is to build long-term strategic partnerships, driving sales strategy and expansion opportunities in Nordics and Eastern European region.

Skilled in Digital Growth Management, Business Development, IT Strategy, Cloud Solution Selling, Enterprise Account Management, and Executive Relationships. International experience and mindset with an extensive theoretical and practical background.

Doświadczenie

CoachHub - The digital coaching platform

Enterprise Transformation Consultant / Enterprise Account Executive
maj 2022 - Present (2 lata 4 mies.)

At Coachhub we developed a platform that aims to provide sustainable behavior change for your employees with an holistic approach. Together with a coach selected by the employees we will ensure that both the employees and the company as a whole will reach their goals and continue to grow.

Sovos

Enterprise Account Executive
luty 2019 - maj 2022 (3 lata 4 mies.)

Manage sales and business development in the Nordics and Eastern European Region, helping multinational companies with their global indirect tax compliance to achieve more through accelerating their digital transformation journey and ensuring these organizations are maximizing on their strategic partnership with Sovos.

SOVOS delivers global SaaS solutions that enable businesses to meet the demands of their tax compliance and business-to-government reporting obligations.

Dialogflow

Head Of Account Management

kwiecień 2017 - grudzień 2018 (1 rok 9 mies.)

Istanbul, Turkey

Dialogflow is focused on the development of technology solutions for bot makers to obtain analytics about its conversations with humans. The solutions are able to identify bottlenecks, filter conversations, understand engagement; and obtain insights and analytics about it.

Insider.

Account Manager

lipiec 2016 - kwiecień 2017 (10 mies.)

Istanbul, Turkey

Insider is a predictive marketing and real-time personalization technology platform that offers a comprehensive Growth Management Platform for marketers across acquisition channels, desktop and mobile websites, mobile applications, messengers like FB and WhatsApp, RCS, email, and more.

Surgitate

Communications and Public Relations Intern

czerwiec 2015 - wrzesień 2015 (4 mies.)

Istanbul, Turkey

Ayaydin-Miroglio Group

E-commerce & Sales Intern

lipiec 2014 - październik 2014 (4 mies.)

Istanbul, Turkey

Embassy of the Republic of Cyprus

Intern

marzec 2011 - maj 2011 (3 mies.)

Warsaw, Mazowieckie, Poland

Responsibilities:

- Assisting in preparation and realization of political & promotional events organized by the Embassy
- Organization of events related to the Polish Presidency of the EU Council in the second half of 2011
- Assistance in diplomatic protocol
- Preparation of promotional materials

Wykształcenie

Boğaziçi University

Master's degree, International Trade Management · (2015 - 2017)

University of Warsaw

Master's degree, Turkish studies · (2013 - 2015)

University of Warsaw

Bachelor's degree, Turkish studies · (2010 - 2013)
