

# Nino Tushishvili

SALES MANAGER

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Tbilisi, 0161

## SKILLS

Sales Forecasting

Revenue Management

Competitive Analysis

Market Analysis

Sales Metrics & KPIs

Pricing Strategy

Excel

Power point

Word

Canva

## LINK

Linkedin:

<https://www.linkedin.com/in/nino-tushishvili-07950225b/>

## ABOUT ME

As a motivated final-year Business Administration undergraduate, I bring valuable hands-on experience in sales and customer relations to the table. My strong communication and organizational skills are the cornerstones of my professional approach. I am eager to leverage my academic knowledge and practical skills to excel in a dynamic sales manager role, where I can contribute to driving business growth and achieving outstanding customer satisfaction.

## WORK EXPERIENCE

### Sales manager

Inores Technology AG / Munich / Sep 2021 - Present

- Managed comprehensive B2B and B2C sales cycles, from initial lead generation through negotiation to successful deal closure.
- Cultivated and sustained robust relationships with key clients, fostering loyalty and driving revenue enhancement.
- Implemented strategic sales initiatives to expand market presence and penetrate new industry segments.
- Coordinated cross-functional teams to ensure alignment of sales objectives with organizational goals.
- Analyzed market trends and customer feedback to inform product development and service offerings.
- Delivered persuasive presentations and product demonstrations to diverse audiences, effectively communicating value propositions.
- Streamlined sales processes for efficiency, resulting in improved customer satisfaction and accelerated sales cycles.
- Engaged in continuous learning to remain knowledgeable about industry changes, competitive landscape, and best sales practices.

## EDUCATION

### Bachelor

Caucasus University / Tbilisi / 2025

- Final-year Bachelor's student in Business Administration, set to graduate June 2025.
- Completed relevant coursework in Marketing Management and Sales Strategy.

## COURSE


### English course

Cambridge / Jun 2020 - Aug 2020

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## LANGUAGES

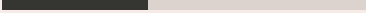
English

A solid black horizontal bar representing 100% progress for the English language.

Georgian

A solid light gray horizontal bar representing 0% progress for the Georgian language.

German

A progress bar for German, consisting of a solid black segment on the left (approximately 25%) and a solid light gray segment on the right (approximately 75%).