

RESUME — ACTIVE B2B SALES MANAGER

Vladislavs — Commercial Analyst & Sales Manager

1. PROFILE

Full-cycle active B2B sales manager: from client prospecting and cold outreach to contract signing and payment control. I work as an external sales manager — in parallel with your team, without adding to headcount. Specialization: entering new markets, product launches, client acquisition from scratch, strengthening existing sales. I use OSINT analytics, AI tools, and modern sales techniques. I'm accountable for revenue and conversion, not call counts. All work is in CRM, every step documented.

2. KEY SKILLS & TECHNIQUES

Skill	Description
Full-Cycle Active Sales	Cold calls, email sequences, LinkedIn, messengers. From touchpoint to payment. AIDA, SPIN, FAB, Challenger Sale.
Client Prospecting & Lead Generation	OSINT on triggers: hiring, investments, tenders, leadership changes. ICP profiling, 50–150 companies per sprint.
Targeting & Segmentation	A/B/C prioritization by readiness signals. Look-alike analysis, personalization. Precise outreach instead of mass calling.
Client Management & Funnel	Stage control: qualification, presentation, proposal, negotiations, close. CRM hygiene, follow-ups, deadlines, escalation.
Negotiations & Deal Close	Objection handling through facts and ROI. C-level and DM access. Contract negotiation, signing and payment control.
Market & Competitive Analysis	OSINT intelligence: competitors, prices, trends, segments. Action map for sales. Risk and opportunity monitoring.
Ad Campaign Setup	Yandex Direct, Google Ads, VK, Telegram Ads, LinkedIn. Funnel retargeting. Advertising→CRM→deal link.
Client Consultations	Product immersion in 3–5 days. Expert consultations, solution selection, technical sales support.

3. WORK MODELS & FORMATS

- Radar Subscription: Weekly market, competitor and partner monitoring. Reports with recommendations.
- OSINT Leadgen Sprint: 50–150 verified companies in 4 weeks. DM contacts, triggers, A/B/C ranking.
- Deal & Partner Intelligence: Partner and counterparty verification. Red Flags Memo, go/caution/no-go recommendation.
- Growth Mixology: Finding new product combinations, partners and growth channels in the EU.
- Sales Sprint: Full-cycle management of 20–50 clients from qualification to contract in 4–6 weeks.
- Wholesale Sales & Distribution: Finding dealers, networks, wholesalers. Shipment launch, receivables control.

4. TOOLS

- CRM (amoCRM, Bitrix24, HubSpot), IP telephony, email tracking.
- OSINT: registries, tender databases, LinkedIn Sales Navigator, Telegram, industry portals.
- Advertising: Yandex Direct, Google Ads, VK Ads, Telegram Ads, retargeting.
- AI assistants: proposal preparation, scripts, analytical reports, routine automation.
- Analytics: end-to-end reporting, funnel, stage conversion, ROI by channel.

Ready to discuss your challenge. Reach out and I will respond personally.

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

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5. WHAT PROBLEMS I SOLVE

- No inbound — need a manager who will find clients and start selling.
- Sales team exists but revenue isn't growing — need an external amplifier with a different approach.
- Entering a new market — need someone who will get up to speed quickly and start working.
- Managers don't close — lose deals after the first objection.
- No market analytics — don't know what competitors are doing or where to move.
- CRM is managed formally — no funnel control, no follow-up system.
- Advertising works separately from sales — leads exist, but no deals.

Looking for a manager who doesn't wait for inbound but finds clients and drives deals to close? I work as an external sales department: prospecting, qualification, negotiations, close — full cycle. I'm operational in 3–5 days, work in parallel with your team, log everything in CRM. Format: project sprint or retainer. Didn't work out — disconnect without risk or severance. Write — let's discuss your task.