



Sabina Begimkulova

Enterprise Sales Executive/ Business Development Executive


Highly motivated Sales Professional with 14 years of work experience in providing expertise in strategic lead generation, effective sales presentations and liaising, enterprise sales strategy, consistent record of converting sales prospects into loyal, satisfied, long term relation clients across IT and Consulting industries.

sabinabegimkulova@gmail.com 

+1737 9005646 

Austin, TX 

linkedin.com/in/sabina-begimkulova-1b046323 

sabina.begimkulova 

SKILLS

Sales Strategy Implementation

Influential Negotiation Skills

After Sales Support

Sales Presentation Planning

Strategic Selling Skills

Target Data Market Research

Customer Prospecting & Retention

Quality Assurance & Compliance

Google Analytics

Microsoft Office Suite

Salesforce CRM

Bullhorn CRM

WORK EXPERIENCE

VP of Business Development

Embark

08/2023 - present,

Finance, Accounting and Management Consulting Company

Achievements/Tasks

- Responsible for developing the new market;
- Bringing new logos;
- Increasing brand awareness.

Enterprise Sales Executive

Creatio

08/2021 - 08/2023,

Creatio is a global software company providing leading low code/no code platform for business process management and CRM.

Achievements/Tasks

- Hit and exceeded department KPIs by 43% in 2022-2023;
- Led the biggest and significant projects in finance/banking, mining, retail and pharmaceutical sectors;
- Participated in community affairs to increase branch visibility, enhance new and existing business opportunities;
- Established new key partnerships with 4 software companies;
- Reviewed customer feedback on a constant basis and suggested ways to improve the processes, customer service levels that led to an increase of satisfaction rate from 82% to 97%;
- Provided a superior level of customer relations, promoted sales and service culture.

Business Development Manager

Airswift

03/2017 - 07/2021,

Airswift is the global workforce services provider for clients, contractors, and candidates in the global energy, process and infrastructure sectors

Achievements/Tasks

- Successfully developed 120+ new clients from scratch within Global Company's business diversification;
- Successfully developed business in 3 more countries (cross sell and up sales);
- Hit and exceeded Sales KPIs by 25%-45% in 2017-2021;
- Managed recruitment team to maintain trusted, loyal and long-term relations with the Clients;
- Analyzed market segments to identify new business opportunities;
- Built successful sales and marketing strategies for Company in new region;
- Managed timely tender responses and submission.

WORK EXPERIENCE

Business Development/Key Account Manager ManpowerGroup

11/2011 - 03/2017,

ManpowerGroup is the leading global workforce solutions company helping organizations to transform in a fast-changing world of work

Achievements/Tasks

- Hit and exceeded department KPIs from 15% to 45%;
- Analyzed customers needs and prepared relevant proposals which lead negotiation to the final contract;
- Successfully attracted 150+ new clients and supported 50+ global Clients;
- Developed Company's business in 5 different regions;
- Implemented new projects and services which led to a 25% increase in annual revenue;
- Managed recruitment team to provide high level of service to build loyal, long term client relations;
- Implemented marketing strategy to strengthen positions in the market.

Assistant of Advisory Business Development Manager PriceWaterhouseCoopers

10/2009 - 11/2011,

Achievements/Tasks

- Generated and gathered leads for possible sales;
- Analyzed customer needs and built relevant proposals;
- Updated Company's marketing activities.

EDUCATION

Bachelor of Business Administration and Accounting (Double Diploma in Marketing and Finance)

KIMEP

05/2006 - 06/2010

Executive Education, Digital Transformation Yale School of Management

01/2020 - 01/2022

CERTIFICATES

Annual Manpower Sales Trainings for Sales Professionals

IBM Data Science Professional Certificate

New Technologies for Business Leaders

Leadership for Managers

HONOR AWARDS

Company Pride

ManpowerGroup

- Winner of the "Company pride" nomination "for high professionalism and perseverance in achieving goals."

Winner for the best sales achievements

Airswift

- Awarded for high sales achievements and exceeding the goals.

LANGUAGES

English

Full Professional Proficiency

Russian

Native or Bilingual Proficiency

Turkish

Professional Working Proficiency

Chinese

Limited Working Proficiency