



# Alin Constantin IVENTA

10/05/1985, Not married

Padesu Street, No. 6 4/A/3, Bucharest, Sector 4, Romania

Phone: +40 744 673 567, Phone: +40 731 566 316

alin.ivent@gmail.com, <http://www.alinivent.ro>

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## Driver licence

"B" Category since:27.09.2004

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## Experience

### **SALES ACCOUNT SPECIALIST - ASIA PACIFIC at Gecad Technologies**

Information Technology and Services, 50-200 employees

**03/2008 - 04/2010**

- \* Develop and manage the complete sales cycle in the assigned territory under direct supervision and in collaboration with the Area Sales Manager;
- \* Constant research for new leads and convert them into prospects;
- \* Address pre-sales and post-sales services to each prospect, customer and partner;
- \* Set up and maintain the assigned area different partnerships (with entities such as resellers and distributors);
- \* Work closely with internal technical, product management, sales and marketing teams;
- \* Provide customers and partners with sales, marketing and logistic support;
- \* Daily and monthly sales pipeline report updates to the Area Sales Manager;

### **CLIENT SERVICE AGENT - Project Based at Microsoft Romania**

Information Technology and Services, >200 employees

**11/2007 - 12/2007**

- \* Work within the ITC area in Metro Berceni shop;
- \* Discuss directly with customers / prospects interested in buying any kind of hardware / software and present them with the best solution that fitted their needs;

### **Other Activities at -**

, employees

**01/2005 - 10/2007**

- \* Sales Assistant @ GO Trans International Services;
- \* Trainee @ QCNS Romania (client service & communication over the phone trainings);
- \* Editor @ Desteptarea Bacau Media Trust (Politics and local administration);
- \* Internet Cafe Administrator - summer job, 2 years in a row;
- \* PC Operator @ RODIPET S.A.

**CULTURAL PROGRAMS DIRECTOR at "NOVA" Cultural Association,  
Bacau**

Non-Profit Organization Management, 10-50 employees

**02/2002 - 09/2004**

- \* Responsible for logistics, organizational and performance activities for many cultural programs;
- \* Manage sponsorship accounts from local companies and political personalities.
- \* Sustained media communication contacts;
- \* Develop the organization's overall awareness throughout local high schools;

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## Studies

**Marketing at Marketing and International Affairs Faculty, "Spiru Haret"  
University, Bucharest**

Faculty (in progress)

**10/2006 - present**

Last year of study

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## Skills

- \* sales + negociation;
- \* communication + management;
- \* spontaneity + creativity;
- \* attitude + perseverance;
- \* computer literate + Social Media enthusiast

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## Languages

- \* Romanian (Write: advanced; Speak: advanced; Read: advanced)
- \* English (Write: advanced; Speak: advanced; Read: advanced)
- \* French (Write: beginner; Speak: beginner; Read: medium)
- \* Spanish (Write: beginner; Speak: medium; Read: medium)

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## Certificates

- \* "Oratorica II" - Communication & Public Speaking Training and Workshops - Project by ASCIG ASE Students Organization, Bucharest 2010 - Certificate;
- \* "Sales" Course @ -Train and Go- Project by Beyond Youth Potential Students Organization, Bucharest 2009 - Certificate;
- \* "Communication and Advertising" Course @ "Branding Romania" 2008 Summer School by Leaders of the Third Millennium Organization, Buzau 2008 - Certificate;
- \* "Marketing and Communication" Course @ AIESEC 2007 Summer School, Bucharest 2007 - Participation Diploma;

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## Awards

- \* 1st Prize @ "Beginnings" Literary Contest, Glissando Bookstore, Bacau 2006;
- \* Diploma for artistic creation @ Artistic and Creation Camp, Runc, 2003;
- \* 1st Prize for Astropoetry @ Perseide 2002 Astronomy Camp, Corbasca-Bacau 2002;