

PERSONAL INFORMATION


Dacian Sulti



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Sex Male | Date of birth 01/08/1987 | Nationality Romanian

WORK EXPERIENCE

01/04/2019–Present

Director, Sales

Dynata, Timisoara (Romania)

As Director, Sales I am responsible for identifying revenue opportunities from prospective, current and former clients in order to meet or exceed territory goals. This includes, but is not limited to, developing and implementing strategies to meet revenue and client satisfaction goals as defined by my manager, the Managing Director.

01/04/2018–31/03/2019

Senior Account Director

Dynata, Timisoara (Romania)

As Senior Account Director I was responsible for ensuring that customers receive the highest level of service possible with particular focus on handling incoming requests for proposals in a timely manner negotiating deals, ratecards and rebates.

01/12/2017–31/03/2018

Account Director

Dynata, Timisoara (Romania)

As Account Director I was the first point of contact for customers and in this position it was essential to build a good rapport with clients and strive to exceed their expectations, while all the time aiming to reach targets.

01/04/2015–31/03/2017

Account Executive

Survey Sampling International, Timisoara (Romania)

As Account Executive I supported the growth of my assigned accounts and participated in daily account interactions, contributed to client satisfaction, account management and account-level sales tactics and strategy.

01/01/2013–31/03/2015

Sales Consultant

Survey Sampling International, Timisoara (Romania)

As Sales Consultant I was constantly in contact with customers, understanding needs and making offers based on the needs and expectations of both the clients and the Account Executives in charge.

01/07/2008–31/12/2012

Bookseller

Carturesti, Timisoara (Romania)

Passion turned career, I started working while I was still a student. Learned how the business works, managing client expectations and finding solutions to everyday issues.

EDUCATION AND TRAINING

15/09/2009–15/06/2011

Master of Arts (M.A.) - American Studies

West University, Timisoara (Romania)

15/09/2006–15/06/2009

Bachelor of Arts (B.A.) - Language and Literature

West University, Timisoara (Romania)

PERSONAL SKILLS

Mother tongue(s) Romanian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
Italian	A2	A2	A2	A2	A2
Spanish	A2	A2	A2	A2	A2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Organisational / managerial skills

- Hiring
- Training
- Mentoring
- Management

Job-related skills

- Market research
- Quantitative and Qualitative Research
- Client Development
- Team Management

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

Driving licence AM, A1, A2, A, B1, B