



Dacian Sulti

Team Lead, Sales Consulting | Account Executive

LinkedIn: [linkedin.com/in/daciansulti](https://www.linkedin.com/in/daciansulti)

Resume: [daciansulti.com/resume.pdf](https://www.daciansulti.com/resume.pdf)

T: +40 741 056 091

E: dacian@sulti.ro

A: Timisoara, RO

W: www.daciansulti.com

WORK EXPERIENCE

- Survey Sampling**
 April, 2017 - Now
Team Lead, Sales Consulting EMEA
 Managing a team of 10 Sales Consultants, providing support to all territories in Europe. In contact with Sales and Managing Directors, balancing workload and identifying needs.
- Survey Sampling**
 April, 2015 - Now
Account Executive
 Managing one of the largest market research clients in Europe - in charge of all sales and operational conversations. During my tenure revenue and profit have almost doubled.
- Survey Sampling**
 Jan, 2013 - March, 2015
Sales Consultant
 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.
- Carturesti**
 July, 2008 - December, 2012
Bookseller
 Passion turned career, started working while I was still a student. Learned how the business works, managing client expectations and finding solutions to everyday issues.




EDUCATION

- MASTER**
 2009 - 2011
West University Timisoara - American Studies
 An in-depth and exhaustive academic program dedicated to the language, literature, politics, religion, geography, media and ideas of both the past and current day America.
- BACHELOR**
 2006 - 2009
West University Timisoara - Language and Literature
 Double speciality in Language and Literature, learning about literary trends and styles; developing strong communication skills while accruing a large volume of knowledge.

EXPERTISE

- Account Management 90%
- Customer Insight 90%
- Team Management 80%

SKILLS

- Microsoft Dynamics 
- Microsoft Office 
- HTML/CSS 

STRENGTHS

- English Language - Fluent User
- Critical Thinking - Leadership
- Accountability - Client Focus