



🏠 423 Pine Hill Avenue,
Ahoskie, NC 66448

📞 419-654-1494

✉ k.hirko@salesjobsearches.com

in hirko-krishna-7158142

Skills

- Exceptional time management, organization and customer service skills
- Good at both spoken and written English
- Excellent telephone selling and communication skill
- Exceptional communication, organizational and interpersonal skills
- Solid brand understanding of Bell and Virgin
- Strong work ethic, ability to work with all levels of staff

Reference

Krugh Mariel

Head of Sales
Furlone Enterprise

📞 543-135-2801

✉ m.krugh@salesjobsearches.com

Durgan Tisha

Head of Sales
Exampudic Wholesale

📞 990-193-6959

✉ t.durgan@salesjobsearches.com

Hirko Krishna

Senior Business Development Specialist

Summary

I'm 37-old Senior Business Development Specialist with over 11 years of experience in Excellent telephone selling and communication skill, Exceptional time management, organization and customer service skills and Good at both spoken and written English. Certified in AMDA membership and CMD certification and Bachelor degree and Professional Certification . Strong work ethic, ability to work with all levels of staff.

Experience

Senior Business Development Specialist Furlone Enterprise , Whitesboro, NC

2017 to Present

- Demonstrated capabilities to handle tight deadlines, shifting priorities, and the ability to find creative solutions
- Work closely with CRO to assist planing and implementing clinical trials in accordance with nHTA
- Must be able to establish credibility and respect with people at all levels of Pratt & Whitney
- Duties include building strategy to ensure Vestas meets Parts & Repair FOI, Revenue and CM targets
- Strong participation in marketing activities including trade show and conference attendance and product marketing development
- Planning, executing and monitoring of all measures necessary to guarantee achieving budget in the assigned territory

Senior Business Intelligence Development Specialist Exampudic Wholesale , Tyner, KY

2015 – 2017

- Proven track record of cold calling, outbound sales and CRM records management is required
- Duties include building strategy to ensure Vestas meets Parts & Repair FOI, Revenue and CM targets
- Supports the evaluation and prioritization of business alliance and development opportunities
- Managing the smooth transition of new product concepts to a commercialization team in later development stages
- Must be able to establish credibility and respect with people at all levels of Pratt & Whitney

Medical Business Development Specialist Buckatunna Enterprise , Converse, TX

2012 – 2015

- Create graphics/design elements depicting message points to elevate sophistication of proposals/presentations
- Create and distribute monthly pipeline report of prospect opportunities and status
- Story tell data and present to executive leaders within Pratt & Whitney
- Support new go-to-market partnerships for Gold Care and partner with Sales on closing critical Gold Care campaigns
- Work with internal stakeholders and with vendors in adding products to the GSA Schedule

Business Development & Operations Specialist
Hardwick Exports , Bloomfield, KY

2010 – 2012

- Work closely with CRO to assist planing and implementing clinical trials in accordance with nHTA
- Be energized to engage and influence others (internal and external) during early opportunity identification
- Proven track record of cold calling, outbound sales and CRM records management is required
- Story tell data and present to executive leaders within Pratt & Whitney

Boeing Global Services Commercial Business Development Specialist
Monohan Exports , Saguache, CO

2008 – 2010

- Be energized to engage and influence others (internal and external) during early opportunity identification
- Produce and distribute quarterly Alumni newsletter and manage related Alumni LinkedIn Group page
- Story tell data and present to executive leaders within Pratt & Whitney
- Support new go-to-market partnerships for Gold Care and partner with Sales on closing critical Gold Care campaigns

Education

Degree in Sales specialisation
University of Delphi Falls, NY

2004 – 2008