



NIKOLA DAVITKOV, 22

DEDICATED, CREATIVE, QUICK LEARNER

Skopje, Macedonia



WORK EXPERIENCE

Next Sales, LLC

Sales Development Representative

OCT 2018 – PRESENT

- Direct/inside sales
 - Telemarketing
 - B2B Sales
- Business development

WVP Group Macedonia, Skopje

SALES ASSOCIATE

DEC 2016 – PRESENT

- Seeking leads for financial services via phone, online or colleagues recommendations
 - Preparation for appointments
 - Identifying the clients' wants & needs
- Setting up professional outdoor meetings in local cafes or restaurants
 - Financial planning & advising
- Continually generating marketing prospects for new clients
 - Persuasion via direct sale presentations & follow up
- Participated in various company's events (seminars, workshops, courses, lessons)
 - Negotiating & networking with like-minded people

Student Parliament at Faculty of Economics, Skopje

STUDENT REPRESENTATIVE

AUG 2016 - MAR 2018

- Actively involved in organizing conferences, team buildings, seminars, and party events
 - Creating digital text, photo, and video contents
 - Managing the social media channels
- Creating ongoing marketing campaigns for projects
 - Planning the managerial processes
 - Copywriting for all offline and online activities
 - Negotiating and also partnering with third-parties
- Organizing and executing internal and external project activities

Wonderlust Cafe & Store, Skopje

PR INTERN

AUG 2016 - NOV 2016

- Managing social media platforms
 - Digital marketing & Public relations activities
- External collaborations with partners & potential partners
 - Worked as a barista and waiter for a short period of time
 - Research & promotion of products
- Conducting operational, daily business activities

Lyonesse Macedonia, Skopje

AFFILIATE MARKETER

MAY 2016 - OCT 2016

- Sales and Marketing
- Participating in various events, seminars, and workshops
 - Networking
- Promoting company products and services
 - Collaborations with local businesses



ENROLLED IN 4th YEAR
AT FACULTY OF ECONOMICS
Major: E-Business



2+ YEARS EXPERIENCE in
Marketing, Content, and Sales



7 Certificates for Marketing
& Management

CREATIVE & SOCIAL SKILLS

ORGANIZATION



CREATIVITY



COMMUNICATION



ENTREPRENEURSHIP



EVENT PLANNING



TECH SKILLS

MICROSOFT OFFICE



GROWTH HACKING



WEB TOOLS & SOC. MEDIA



E-COMMERCE



ONLINE ADVERTISING



LANGUAGES

ENGLISH

Proficient User

GERMAN

Basic User

MACEDONIAN

Native Speaker

HOBBIES

E-LEARNING, PODCASTS, WRITING, TRAVELING



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Skopje, Macedonia

FORMAL EDUCATION

B.Sc. in E-Business, Faculty of Economics

UNDERGRADUATE SCHOOL

SEP 2014 - PRESENT

University Ss. Cyril and Methodius, Skopje, Macedonia

VOCATIONAL EDUCATION

Digital Communication Specialist

CAREER DEVELOPMENT ACADEMY

JAN 2018 - MAR 2018

NewMan's Business Accelerator, Skopje, Macedonia

- Public Relations and Image management through Social media
 - Facebook, Instagram, Twitter, YouTube, and SEO
 - Campaign Planning, Budgeting and Execution

Training & Seminars

VOCATIONAL TRAINING

- Management & Communication Skills (Mar 2018)
by European Institute of Management, Law, and Diplomacy
- Smart Cities: Rethink Creative Marathon (May 2018) by Solveo
- EQ Seminar (February 2016) by Sekoj Student
- Global Leadership Summit (Nov 2017), by GLS - Macedonia
- Business Climate & Entrepreneurship Growth in the Youth (Mar 2017), by SPEF
- Marketing Strategy 2020 with Nicolas Kfuri (Jun 2016), by Kapital Media Group
- Career Days 2016 (Apr 2016), by AIESEC

PROJECTS

Krushevo Calling 2017

CONFERENCE FOR YOUNG ECONOMISTS ON BUSINESS CLIMATE
AND ENTREPRENEURSHIP GROWTH AMONG THE YOUTH

MAR 2017

- Managing organizational aspects of the project: marketing, recruiting and teamwork
 - Coordinating with other team members on the activities
 - Conducting digital/social campaigns for the project



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