

Yelyzaveta Markova

B2B Sales and Business Development | Outbound, Inbound, Account Growth
Wrocław, Poland | +48 570 389 005
markova.yelyzaveta.work@gmail.com
linkedin.com/in/yelyzaveta-markova



Salesperson with over three years of business and sales experience in my own trading companies in Poland, two of them in full-cycle B2B: I find customers myself through research, first-touch emails and phone follow-up, handle inbound enquiries, qualify need, budget, timing and decision-maker, prepare offers, negotiate, close and keep the relationship for repeat orders. I work to a monthly target, keep every client and next step in a CRM and use AI tools every day. English C1, fluent Polish, native Ukrainian and Russian. Degrees in business administration and law.

Relevant skills

B2B sales, full cycle • Outbound prospecting (email, phone) • Inbound lead qualification • Offers and negotiation • Account growth and repeat business • CRM (Asari), Excel, Google Workspace • AI tools: ChatGPT, Claude Code, Codex, ElevenLabs • Notion, Slack, Loom, Zoom, Miro • English C1

Experience

Real Estate Agent | Real Estate Agency, Wrocław | Feb 2026–Present

- Consult clients by phone and messaging, ask qualifying questions, handle objections and negotiate terms through to a decision.
- Generate enquiries through social content (about 16 a month) and keep every client, deal stage and task in Asari CRM.

Co-owner, Commercial Strategy (part-time) | MotoHill | Dec 2025–Present

- Assess suppliers, pricing and commercial terms and explain product differences to customers.
- Correspond with international suppliers and partners in written English on products, deliveries and terms.

Co-owner, Sales & E-commerce Operations (part-time) | Camelot Trade / Bulatochka | Oct 2023–Present

- Two years of B2B sales to entrepreneurs and small companies: reached approximately 15–20 businesses, identifying needs, budget, timing and the decision-maker.
- Researched potential B2B customers and wrote first-touch emails; several companies replied asking for information or prices.
- Answered customer enquiries by phone, chat and email and followed orders through to delivery, which brought repeat orders and add-ons.
- Worked to a self-set monthly revenue target of about PLN 15,000–20,000; when enquiries dropped, added video reviews, rewrote the offers and re-contacted earlier prospects.
- Expanded one customer's request for a single machine into a PLN 10,000–12,000 bundle with matching attachments; personally closed 10+ B2C customers per month.

Education

Master's, Communication Management | University of Wrocław | Oct 2025–May 2027 (expected)

BA, Business and Administration | University of Wrocław | 2022–2025 (completed)

BA, Law | Yaroslav Mudryi National Law University | 2022–2026 (completed)

Languages & availability

Ukrainian and Russian native | English C1 | Polish B2+ (fluent, daily work with Polish clients). Available for full-time work immediately. Driving licence B; own car.