



Oksana Savchuk

Persuasive account manager, professional effective at multi-tasking, goal-oriented and reaching sales objectives.

📍 Paris, France

✅ Oksana is **Available to work**

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Links

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Work Preference

Location: Not looking to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions

Skills

Sales

Customer Relations (Advanced)

Cross-functional Coordination (Advanced)

Sales Administration (Advanced)

Digital Marketing (Intermediate)

Operational Marketing (Advanced)

Education (Advanced)

Languages

English (Fluent)

Russian (Native)

Ukrainian (Native)

About

BRANDS WORKED WITH

Bastille Day Paris

Centre Clauderer

Experience



● Mission Chef de projet e-commerce

Bastille Day Paris | Sep 2021 - Mar 2022

Digital Marketing
strategy definition based on the Project Management Concept (e commerce, ready to wear brand)
Benchmark and competitive analysis

- SEO, SEA, UX, auditing , optimisation optimising customer traffic pattern and indexation
- Social Media (SMO&SMA: editorial calendar, targeting and paid ads on FB and IG), Influence marketing
- Content strategy according to personas: editorial themes, semantic research, keywords
- E mailing: loyalty, acquisition, storyboard
- Research and selection of service providers, partnerships
- Recommendations, analysis of performance indicators



● Account Sales Manager

Centre Clauderer | Jan 2013 - Feb 2021

Hair Diagnosis and Cosmetics, marketing of products and personalized care, business development

- Management of customer portfolio, developing of a customer loyalty
- Customer relationship in all stages of the sales cycle
- Sales support, after sales service, litigation management
- Direct marketing: face to face, phone sales, e mailing
- Training and operational management of employees
- Promotion of products and services, implementation of sales tools via CRM webdiagnosis , intermediate and final follow up)
- Developing and adapting of print and digital marketing tools
- Implementation of the commercial strategy

Results

: Management of a customer portfolio of 2500clients/year,

● Sales and administrative Manger

| May 2008 - Jan 2013

Management of a ready
to wear purchasing office, selling on the
export market, B to B

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Management of international customers (EU, Eastern Europe, Africa,)

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Sales administration (orders, logistics, invoicing, after sales service)

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Export sales procedures monitoring (experience with drafts,
documentary credits)

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Supplier relations (prospecting, purchase follow
up, and payment and
control, offer analysis)

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Control of the invoicing chain, contribution to the monthly closing of
accounts

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Interface with external services (banks, legal, accounting firm,
administrations)