

# RESUME

# ORION VASILI

## SALES EXECUTIVE

### PROFILE

I am a high energy, persistent and motivated individual that enjoys the atmosphere and pressure of a sales environment. I enjoy the social aspect of speaking with a wide range of customers and really thrive on being able to find a solution to increase business efficiency. 9+ years of experience as Sales & Business Development Executive combined.

### CONTACT

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### SKILLS

Researching Data	100%
MS Office	100%
B2B & B2C	100%
Team Work	100%
Self-Motivated	100%

### LANGUAGES

English fluent  
French beginner  
Albanian mother-tongue

### EDUCATION

#### Mathematical Engineering, (B.E.) Polytechnic University of Tirana, Albania

Dec 2009 - Jul 2014

Equivalent to a Bachelor's in Mathematical Engineering, as determined by International Qualifications Assessment Service, Edmonton, AB, Canada, File number 458920 - PEO licensing ongoing.

### WORK EXPERIENCE

#### Spectrum Kitchen & Bath Design Ottawa, ON - Sales and Design

Representative October 2022-Present

- Proficiency in 2020 Design Software
- Designing and pricing kitchen/bath cabinets and laminate countertops for retail and builders while meeting all the requirements, including deadlines.

#### Quiktop Counters Inc., Ottawa, ON - Sales & Business Development

April 2021-October 2022

- Increased the revenue since May 2021 by 35% compared to the first quarter of the year
- Made sales calls, business meetings and brought new contracts to the company
- Accelerated the production and distribution of countertops to several big builders

#### Westford Oil and Gas and Energy, Abu Dhabi, UAE - Sales Engineer

Nov 2017 – Jan 2021

- Increased sales by 30 % compared to the previous years
- Led in all aspects of compliance, HSE, Quality and customer service
- Developed a Business Sales strategy to deliver profitable and sustainable growth across the product

#### Pro-Serv Oil and Gas, Abu Dhabi, UAE - Assistant Accountant

Sep 2015-Oct 2017

- Managed monthly account preparation and prepared profit and loss
- Completed and maintained sales invoices and reports
- Prepared accruals & prepayments and Accounts Pack for review
- Reconciled, posted and balanced
- Prepared the yearly budget and audited analysis of the year end

### CERTIFICATES

- PY0101EN: Python Basics for Data Science
- Interior Design & Home Styling
- E-Diploma in Accounting and Finance Level 4