

Emre Solak

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KEY COMPETENCIES

Process improvement	Report writing and presenting	Strong interpersonal skills
Data-driven strategic planning	Critical thinking skills	Proactive and self-motivated
Cost-benefit analysis	Excellent communication skills	Exceptional organisational skills

PROFESSIONAL EXPERIENCE

Corebits

Dec 2023 - April 2024

Operations Director

- Oversaw and outbound email campaigns for clients in the SME SaaS sector. Used copywriting techniques, and tech stacks to create personalised, targeted campgins.
 - Campaign Typically Performance: 6% Reply Rate, 30% Positive Reply Rate
 - Sent 500,000+ Emails, 30+ Campaigns for 7 different clients.
 - Skills Developed: Clay.com, Make.com Smartlead.ai, La Growth Machine, RB2B, Open AI, API Intergrations, Salesforce and Hubspot.

Leisure World York

Aug 2023 - Sep 2024

Sales Exectuive

- Dealt primarily with inbound leads, from discovery to closing selling high-ticket Lesiure Items. Average deal size of £60,000. (B2C)
- Closed 150+ Accounts in 13 Months
 - Generated £1.6m in Revenue
 - Highest preforming Sales Executive for 5 Months running
- Managed and Oversaw deals from Initial Enquiry to Deal Completion at handover
 - Organised and directed the team of Service Advisors and Workshop Techs for several months.

Intreface

Sep 2024 - Present

Business Development Manager

- Cold Calling / Cold Email - Weekly Average:
 - 12 / 7 - Meetings
 - 58 / 15 - Conversations
 - 743 dials / 600 emails
 - Sold £30,000 in new business in 2 months.
 - £10,000 in up-selling repeat business in 2 months
 - Average deal is 2-3k.
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SKILLS

Sales and Persuasion:

- Expertise in structuring offers so compelling they're "stupid to say no to."
- Ability to identify customer pain points effectively.

Marketing and Lead Generation:

- Skill in identifying new revenue opportunities and scaling through innovative approaches.
- Competence in systematizing processes for repeatable success.

Business Development:

- After working with private cleints in my own business "Solak" I quickly niched down into the recruitment sector.
- I've worked with 5 recruiters, 3 Legal and 2 Tech. Generating 20+ meetings a month on average for each recruiter.
- Created ICP Profile, Designed Multi-Channel outreach Campaigns
- Ran multiple campaigns and created copy to suit.