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Summary

I am a dedicated professional with over three years of experience in software sales, now excited to transition into healthcare case management. During my sales career, I developed excellent verbal and written communication skills, able to explain complex information understandably.

I am very organized and manage my time well, handling multiple tasks and meeting deadlines. I work well with others and believe in teamwork to reach our goals. My experience in sales has taught me to be flexible and adapt to stressful situations.

I am passionate about providing excellent customer service and making a positive impact. My skills in negotiation and advocacy will help me support clients and ensure they get the care they need.

Experience

Founder and CEO
authbound - lead generation agency
April 2024 - Present

- Tech Stack Sync and Workflow Automation
- Email Infrastructure Setup & Warmup
- Audience Research & Targeting
- Data Scraping & Enrichment
- Campaigns Optimization
- Sending Automation
- Inbox Management
- Copywriting

Sales development representative
Kitalulus – Indonesian Talent Platform
Jan 2024 - April 2024

- Conduct outbound prospecting and lead generation
- Qualify leads and schedule meetings for hiring Indonesian talent
- Build and foster client relationships through personalized contact and demonstrated understanding of client's requirements.
- Assist with building our sales strategy in the region
- Coordinate with product and marketing
- Coordinate with the account management team to develop the right sales collateral



Sales Development Representative
Licenseware

Jan 2024 - April 2024

The app ecosystem provides licensing insights on the spot.

Identify false and accidental usage, prevent audit exposure, and fix issues before they become real problems.

- Conduct outbound prospecting and lead generation
- Qualify leads and schedule product demos for customers
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- Assist with building our sales strategy in the region
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- Coordinate with product and marketing
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Account Executive PastPay

Feb 2023 - Dec 2023 (11 months)

Grow your eCommerce revenues with BNPL. Get your payments instantly while allowing your B2B customers to pay with flexible terms.

Full Cycle AE doing all the sales. Cold outbound in SMB, Mid-Market, and Enterprise in Romania, Slovakia, and Slovenia by my own sales playbook.

- Source my pipeline from Sales Nav and Apollo
- Run discovery and demo calls, and develop a custom value prop.
- Document everything in Hubspot.
- Contract negotiation and proposals.
- Collaborate across teams to drive a better experience.



Sales Development Representative Creatopy

Mar 2023 - Oct 2023 (8 months)

I focus on understanding clients' requirements and helping them increase performance through ad design and ad delivery. I aim to ensure advertisers become more efficient.

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Business Development Specialist

Upwork

Nov 2021 - Oct 2023 (2 years)

Upwork is the world's work marketplace. We serve everyone from one-person startups to over 30% of the Fortune 100 with a powerful, trust-driven platform that enables companies and talent to work together in new ways that unlock their potential.

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- Coordinate with our content marketing team to develop the right sales collateral



Sales Development Representative DeckRobot

Oct 2022 - Mar 2023 (6 months)

I focus on understanding clients' requirements and helping them to drive through PowerPoint transformation. I aim to ensure consulting business becomes more content-centric, eliminating any manual formatting and design through powerful AI technology.

- Conduct outbound prospecting and lead generation
- Manage a team of 3 SDRs
- Qualify leads and schedule product demos for customers
- Build and foster client relationships through personalized contact and demonstrated understanding of client's requirements
- Assist with building our sales strategy in the region
- Attend relevant events for lead generation
- Coordinate with the customer success team for integrations and support
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Business Development Executive CloudHero

Mar 2022 - Jul 2022 (5 months)

We help companies around the world to deliver better software, and scale faster through Containers, Kubernetes, and Cloud Computing.

Specialties: KUBERNETES DEPLOYMENT AND SUPPORT / DEVELOPER PRODUCTIVITY CONSULTANCY / APPLICATION DEPLOYMENT AND MIGRATION / CLOUD NATIVE ARCHITECTURE DESIGN.

- Identify and qualify companies and contacts suitable for prospecting efforts, using MEDDPIC/BANT methodologies
- Tech stack Sales Navigator, Cruchbase, Buildwith, Latka, Hubspot, hunter.io, phantombuster.com, anymailfinder, Lavender.io
- Develop sales campaigns based on the company's offerings, plan the SDR/customer journey
- Plan, coordinate, and weekly follow up on the process. A/B Testing, sales sequences, and automation - Involved in the forecast process and long-term planning.
- Exploring new business opportunities through partnerships



Business Development Manager Qult Sensorial Branding

Aug 2020 - Nov 2021 (1 year 4 months)

Qult Sensorial branding is creating olfactive branding experiences for a wide range of premium clients including Gucci, Cartier, Armani, Rolex, and Dior. With an olfactory branding project, you have the opportunity to enhance your brand identity by communicating your values through a personalized fragrance.

- Identify, and qualify companies and contacts suitable for prospecting efforts, using MEDDPIC/BANT methodologies
- Recruit, hire, and manage the sales team. Managing Sales process and planning monthly resources to ensure proficiency.
- Tech stack Sales Navigator, CrunchBase, Hubspot, hunter.io, phantombuster.com, anymailfinder,
- Develop sales campaigns based on the company's offerings, plan the SDR/customer journey
- Plan, coordinate, and weekly follow up on the process. A/B Testing, sales sequences and automation
- Involved in the forecast process and long-term planning.
- Exploring new business opportunities through partnerships.

Education

Universitatea Hyperion - Facultatea de psihologie
Bachelor of Applied Science (BASC), Psychology, Psychology
2019 - Jul 2022

Colegiul tehnic de aeronautica Henri Coanda
Electric engineer technician, Electrical and Electronics Engineering
2007 - 2011

Licenses & Certifications



Sales Negotiation - LinkedIn
AVhncQFJiJXjVpxPKG2x-0uulhEG



Sales Management - HubSpot Academy
2e23c695c93b4bb39165a16744e451c2

IELTS Band 7

Skills

• Communication • Client Support • Relationship Building • Problem solving • Time Management • Organizational Skills • Conflict resolution • Quality Assurance • Client Services • Adaptability and Flexibility

