

VILIUS PETKEVICIUS

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I am a multilingual, competitive and personable individual with strong motivation to succeed. An excellent communicator with great people skills and previous experience in results-oriented business. An individual who can relate well with people at all levels and has the flexibility of working well as part of a team or individually.

SKILLS

Managing

- Ability to manage through others.
- Ability to work well with all levels of the organization.
- Good coaching and mentoring skills.
- Prioritizing important tasks and ensuring they get done first.
- Excellent oral and written communication skills.
- Ability to follow and comprehend complex instructions, short correspondence, and memos.
- Able to quickly identify problems.

Personal

- Able to speak to both decision-makers and Junior staff in a tactful and sensitive manner.
- Establishing good working relationships with colleagues.
- Ability to negotiate and influence.
- Integrity, humility and an entrepreneurial attitude.
- Friendly and upbeat attitude.

EXPERIENCE

2018 AUGUST – PRESENT TIME

BUSINESS DEVELOPMENT MANAGER, KLASJET

- Researching organizations and individuals to find new opportunities.
- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

2016 JANUARY – 2018 AUGUST

SALES MANAGER, RM TOOLS (IRWIN TOOLS)

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives

- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the Board
- Identify emerging markets and market shifts while being fully aware of new products and competition status

2014 FEBRUARY – 2016 JANUARY

REAL ESTATE BROKER, YOUR MOVE ESTATE AGENTS

- Providing guidance and assisting sellers and buyers in marketing and purchasing property for the right price under the best terms
- Determining clients’ needs and financials abilities to propose solutions that suit them
- Performing comparative market analysis to estimate properties’ value

EDUCATION

2013-2016

FITNESS MANAGEMENT AND PERSONAL TRAINING, SOUTHAMPTON

SOLENT UNIVERSITY

- Professional Practice in Personal Training
- Business Start Up
- Strategic Management
- Strategic Marketing

DRIVING

Driving license since 2010

HOBBIES

Football; healthy life style; reading;

TOP BOOKS READ ON THE SUBJECT

Chris Voss : “Never split the difference – negotiate like your life depends on it”
 Jill Korath : “Selling to big Companies”
 Neil Rackham: “Spin Selling”
 Dale Carnegie: “How to Win Friends and Influence People”
 Jeff Thull: “Mastering the Complex Sale”
 Jeff Gitomer: “The Little Red Book of Selling”, “The Sales Bible”
 R. Kiyosaki: “Rich Dad Poor Dad”

Brian Tracy: “The Psychology of Selling”, “How to Double Your Salles”
 R. Miller, S.Heiman: “Strategic Selling”
 N. V. Peale: “The Power of Positive Thinking”
 L. Richardson: “Perfect Selling”
 Tom Hopkins: “How to Master the Art of Selling”
 Og Mandino: “The Greatest Salesman in the World”
 Zig Ziglar: “Secrets of Closing the Sale”