



STEN-MARTEN VAHI

B2B sales;
sales coaching

graphic
design

key account
management

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- DATE OF BIRTH -
28.03.1997

RESUME

Ambitious sales person with more than 7 years of experience in B2B sales. Proven track record in closing deals and creating sales processes from scratch for companies. I am easy-going, honest and reliable, which makes me an excellent team player. Absolutely love challenges. Leader with the mentality to make everyone around myself better. Since i am very creative and generate ideas, i find "out-of-the-box" solutions to any problem. I am a good listener and empathetic, so i am all ears! Great sense of humor is something that helps me to break barriers with the team or customers

PROFESSIONAL EXPERIENCE

2019-2024 March

SALES MANAGER/KEY ACCOUNT MANAGER

DLB Trading OÜ / PHH Group

First sales person and later first key account manager in Kaup24 Marketplace. Created sales process that could sustainably onboard and handle 700+ partners.

Dailiy job is B2B sales (cold/hot contacts), upsell and account management to solve merchants problems and increase the GMV.

Negotiations and meetings with potential sellers.

Marketing activities and campaign creating for key partners.

Tutoring partners and colleagues (Excel, plugins and XMLs) to make the connection for merchants more faster and easier

2019-present

DESIGN / SALES

Shark Agency OÜ

Helped with creating sales process for companies aswell as selling their products and services as freelance salesman. Offered sales training and coaching for sales departments (sales, customer service, call center, account managers etc).

2018-2019

SALES MANAGER

Kinnisvarakeskkond OÜ (Kinnisvara24.ee)

Closed deals with real estate companies to join the platform. Countless number of cold calls and lots of negotiating with the companies, to sell them advertising and other platform functions. Sales and account management via phone + F2F meetings.

2018

SALES SPECIALIST

TELE2 Eesti AS

B2B Telemarketing

KEY SKILLS

- building rapport and finding common ground
- good listener and motivator
- hands-on leadership style
- know-how in creating effective sales process
- decisive and willing to take responsibility
- fast adaptation to new people / environment
- creativity to find solutions to pain points
- strategic and logical thinking to close deals

SOFTWARE SKILLS

MS Word	█ █ █ █ █ █ █ █ █ █
MS Excel	█ █ █ █ █ █ █ █ █ █
MS Powerpoint	█ █ █ █ █ █ █ █ █ █
Adobe Illustrator	█ █ █ █ █ █ █ █ █ █
Adobe Photoshop	█ █ █ █ █ █ █ █ █ █
Sketchup	█ █ █ █ █ █ █ █ █ █
Adobe Premier PRO	█ █ █ █ █ █ █ █ █ █
CRMs (Pipedrive, Salesforce, Scoro)	█ █ █ █ █ █ █ █ █ █

LANGUAGES

Estonian (native)	█ █ █ █ █ █ █ █ █ █
English (CAE C1)	█ █ █ █ █ █ █ █ █ █
Russian	█ █ █ █ █ █ █ █ █ █

HOBBIES

- football, sports
- drawing and design
- cooking
- sales training/coaching
- woodwork
- dog training