

Krenar Shasivari

Experienced Sales Manager and Business Developer with over 10 years of experience specializing in local and regional sales, market development, and team leadership and operations.

Skills

Experience

Contact info:

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- Sales Strategy and Execution
- Business Development and Market Expansion
- Team Leadership and People Management
- Customer Relationship Management (CRM)
- Negotiation and Strategic Partnerships
- Distribution and Channel Management

CURV Logistics – Sales & Operations Specialist

09/2023 - Present / Remotely

- Lead and supervise a global team of operations specialists, driving sales initiatives and ensuring operational efficiency across international markets.
- Develop and implement sales strategies to expand market share in key regions, with a focus on optimizing product distribution.
- Responsible for coaching, onboarding, and training new employees to enhance performance and drive business growth.

RNDC – Route Sales Manager

03/2022 - 09/2023 / Tampa, FL, USA

- Managed and led a team of 10 route sales representatives covering the Tampa Bay area, focusing on the distribution and sales of premium alcohol and wine brands.
- Increased market share by 30%, driving growth through strategic sales initiatives and effective distribution channel management.
- Oversaw budgeting, forecasting, performance appraisals, and promotional activities to achieve sales targets.
- Developed and executed sales plans to expand product reach in both local and regional markets.
- Managed recruitment, onboarding, and continuous training for new sales representatives.
- Utilized Salesforce CRM to manage customer relationships and sales pipelines.

DS Services of America – Route Sales Manager

01/2016 - 03/2022 / Tampa, FL, USA

- Led a team of 8 route sales representatives, overseeing sales and delivery operations for water and related products across the Tampa Bay area.
- Drove sales performance through effective management of relationships with key accounts, including retail, wholesale, and large box retailers.
- Managed full-cycle sales activities, from lead generation to closing, using a combination of traditional and digital channels, including trade shows, fairs, and social media.
- Implemented targeted marketing campaigns to promote new product offerings, contributing to regional growth.
- Utilized Salesforce CRM to streamline sales operations and track team performance.

Luxe Inc – Logistics Specialist

01/2015 - 01/2016 / San Francisco, CA, USA

- Supervised warehouse operations and a team of employees to ensure efficient logistics and inventory management for high-demand products.
- Implemented cost-saving measures, optimizing employee shift schedules and improving overall operational efficiency.
- Contributed to enhanced productivity by coaching team members on best practices for logistics and performance.

FedEx – Route Sales Representative (Part-Time)

01/2014 - 01/2015 / San Francisco, CA, USA

- Acted as the primary point of contact for customers, managing logistics, deliveries, and pickups.
- Developed strong relationships with key clients, ensuring seamless operations and customer satisfaction.
- Managed a portfolio of accounts and provided tailored solutions to meet customer needs.

Uniqlo – Sales Associate

01/2013 - 01/2014 / New York City, NY, USA

- Provided exceptional customer service, helping customers identify their needs and upselling products where appropriate.
- Achieved sales targets and supported store operations with attention to detail and strong problem-solving skills.

Shalk – Prishtina, Kosovo

Founder & CEO

07/2007 - 01/2013

- Founded and grew a successful import-export business specializing in plumbing fixtures and sanitary products.
- Developed and marketed an exclusive line of faucets, **Aqua Rubinetterie**, contributing to brand recognition.
- Managed all aspects of business development, sales, customer service, and problem-solving.
- Led a team of 10 employees, ensuring high performance and a customer-centric approach.

EDUCATION

Bachelor-Business Management
2005-2008 / Prishtina Kosovo

LANGUAGES

English, Spanish, Albanian.