

Mary Khutsishvili



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WORK EXPERIENCE

Sales Trainer

DSPRO

09/2019 – Present

Developing the knowledge and skills of a company's workforce. Ensure that a company has a workforce that can meet its current and future business objectives, and deliver quality products and services that meet customers' needs.

Territory Executive

Philip Morris International

07/2018 – 09/2019

Achievements/Tasks

- Maintain brand stability, availability and visibility. Plan and prepare appropriate week agenda for visiting POS. Constantly work on new business approaches, participate launching new products and project, prepare weekly highlights.

Restaurant Manager

Lopota Lake Resort & Spa

02/2017 – 07/2018

Achievements/Tasks

- Oversee all front and back of the house restaurant operations, Ensure customer satisfaction through promoting excellent service. Generate weekly, monthly, and annual reports, Train new employees and provide ongoing training for all staff.

Customer Service Manager

Worldwide Customer Service

10/2016 – 01/2017

Achievements/Tasks

- Prepare sales action plans and strategies, schedule sales activity, develop and make presentations of company products and services to current and potential clients. Manage incoming calls, identify and assess customers' needs to achieve satisfaction.

English Language Trainer

British American Tobacco

04/2015 – 09/2016

Achievements/Tasks

- Plan and prepare lessons including audio and visual resources, prepare and set tests, make and provide appropriate feedback on oral and written work.

EDUCATION

Dentistry

Tbilisi Medical University

10/2015 – Present

Art

Tbilisi Academy of Art

09/2010 – 07/2014

SKILLS

Microsoft Word

Microsoft Excel

Microsoft Powerpoint

LANGUAGES

Georgian

Native or Bilingual Proficiency

Russian

Full Professional Proficiency

Spanish

Elementary Proficiency

English

Full Professional Proficiency

French

Professional Working Proficiency

Persian

Elementary Proficiency