Aleksandra Guseva

Business Development Coordinator



Date of Birth: 26.02.1992
Place: Limassol, Cyprus

Contact information

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Objective

Work in international, successful, developing company
Deep and practice my skills and knowledge
Grow up personally and professionally
Get a new experience and meet new people

Working Experience

October 2021 – present
Powercode – Ultimate Software Development
Project Coordination Manager / Lead generation
Searching for prospective clients, creating automated lead generation campaigns, looking for projects on Upwork, Behance, Dribbble, creating ICP and UVP, doing research, creating scripts for campaigns, using the tools (LinkedHelper, SalesNavigator, Pipedrive etc), maintaining communication with the client through the project etc.

April 2021 – October 2021
Upwork Freelance
Independent Translator (ENG-RUS, RUS-ENG)
Doing different kinds of translation, most of all technical translation of articles and training materials (big survey on Management and Investments, blog about Artificial Intelligence, Natural Language Processing in particular). Proofreading.

October 2016 – June 2020
Together Networks
SEO Content Manager Team Lead
Preparation of the content according to SEO requirements for various websites and blogs, managing the copywriters/translators team (20+ people), managing in-house content team (6+ people), working with CMS, planning, scheduling and posting the content.

October 2014 – October 2016
IT-company BMax, **Dengo Systems**
Account Manager/Project Coordinator
Management and organization of work of the Web Design/Development team, searching for the new projects and clients on Upwork, communication with them, arrangement the project's workflow, account-management etc.

Education

Classical Private University, Ukraine, Zaporizhzhya
2009 – 2014. Master of International Law, Translation.
My Course Paper is International Organizations as Subjects of International Politics.

Additional Education
2007 – 2009
English Language Courses
Institute of methods of teaching foreign languages of the Academy of pedagogical Sciences in Ukraine

2016-2017
German Language Courses
Level A2

Professional skills

Result-oriented, diligent, responsible
Ukrainian, Russian language – native
English – fluent,
German – basic

Cover Letter

Hello, my name is Aleksandra.

I have experience working in IT companies for 8 years. I used to be an account manager/coordinator in a growing agency of web developers and designers on Upwork. After that, I was working on proofreading and management the SEO content for the websites and blogs in a big company. I had led the team of more than 20 copywriters online and my team of 6 SEO content managers offline. In the Powercode, full-cycle software development company, I worked on lead generation strategies and attraction of new clients. I'm a very human and efficient worker.

- I want to do an interesting work,
- I want to be useful helping clients to get the best experience. I'm quiet, non-conflict, smoothing corners in difficult situations.
- Of course, I don't like stress, but I believe there are no unresolved situations, so I set positively.
- I'm diligent and responsible for my tasks.
- I want to strongly believe that my team and I are creating a good product or service, I want to be proud of it.
- I want to be surrounded with the good and successful people, so I grow up professionally and personally as well.

Please contact me to discuss the vacant position and the work process in detail.

My LinkedIn profile https://www.linkedin.com/in/aleksandra-guseva-681ba8131
My Upwork profile https://www.upwork.com/o/profiles/users/~01e042d22aae276ff5/

Best regards,
Aleksandra