

Henri Barçi




europass

Date of birth: 20/04/1997

Nationality: Albanian

CONTACT

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 (+33) 758955437

ABOUT ME

Motivated and goal oriented professional. Proven ability to achieve targets within existing and prospect accounts. Data driven to measure performance and growth. Strong communication skills and ability to work with a large cross functional teams.

WORK EXPERIENCE

10/2022 – CURRENT Tirana, Albania

Dynamics 365 Business Consultant Integrated Tech Solutions

- Creating functional/technical documentation and configuration on Business Central/Microsoft Dynamics NAV.
- Involved in all stages of the projects from pre-sales to requirements collection, gap analysis, solution design, configuration & development, go-live and support.
- Co-ordinating and contributing to end-user training.

12/2021 – 10/2022 Tirana, Albania

Key Account Manager One telecommunications (4iG Subsidiary)

- Constantly building relationships with existing customers and presenting new opportunities to further develop business with prospects
- Providing customers with consultations for their budgets to ensure their satisfaction
- Communicating with stakeholders by providing them with reports about customer base progress and current prospects
- Creating relevant reports for managers and stakeholders

06/2018 – 12/2021 Tirana, Albania

Sales Manager ABCom ltd

- Developing sales strategies and setting targets.
- Monitoring performance and motivating my team to ensure they meet the targets.
- Govern online sales and the activities associated with it.
- Perform detailed analysis of sales figures.
- Recruiting and training new staff.

Business or Sector Information and communication

03/12/2017 – 07/06/2018 Tirana, Albania

Shop supervisor ABCom ltd

- Supervising and coordinating daily activities
- Recommending changes to current processes
- Providing customers with solutions or escalating to the appropriate department

09/07/2017 – 03/12/2017 Tirana, Albania

Sales representative ABCom ltd

- Maintaining relationships with existing and prospect clients
- Responsible for supervising sales assistants
- Building reports to measure performance of the stores with partners (Vodafone Albania and Abcom) for the management.

Address 40 Sami Frashëri, Tirana, Albania

EDUCATION AND TRAINING

19/10/2019 – 17/11/2023 Tirana, Albania

Master of sciences in Economics University of Tirana, Faculty of Economics

19/10/2016 – 03/10/2019 Tirana, Albania

Bachelor University of Tirana, Faculty of Economy

Calculus, Macroeconomics, Microeconomics, Econometric, International Finance, Industrial Economics, Urban Economics, Accounting

21/01/2021 – 29/04/2021 Tirana, Albania

Internship Union Bank sh.a

Address Sheshi "Ferenc Nopçka", Nr. ndërtesës 5 Tiranë, 1016, 1001, Tirana, Albania |

Website <https://www.unionbank.al/> | **Field of study** Finance, banking and insurance

LANGUAGE SKILLS

MOTHER TONGUE(S): Albanian

Other language(s):

English

Listening B2

Spoken production B2

Reading B2

Spoken interaction B2

Writing B2

Italian

Listening B1

Spoken production B1

Reading B1

Spoken interaction B1

Writing A2

French

Listening A1

Spoken production A1

Reading A1

Spoken interaction A1

Writing A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

SPSS | Microsoft Office, Excel(VLOOKUP, Tableau,Pivot) | Power BI | B/OSS | Navision ERP-system | B2B and B2C Communication skills | CRM (Oracle Siebel) | ePOS Systems Cosmote Subsidiaries

ORGANISATIONAL SKILLS

● **Organisational skills**

Great organizational skills proven through my sales manager position in 'ABCom Ltd' and 'One Telecommunication'. Able to organize and ensure an effective and efficient team driving team high performance.

COMMUNICATION AND INTERPERSONAL SKILLS

● **Communication and negotiation skills**

Strategic communication skills. During my previous positions I have had client and B2B meetings with a wide range of clients with good record of closed deals. I believe that building strong relationships with clients has a great impact in maximizing and ensuring repeat business.

JOB-RELATED SKILLS

● **Reporting**

Data driven professional. Creating and using excel reports to track sales activities and measure growth.

● **Research skills**

Using different platforms and sources to Identify new business opportunities, including new markets, growth areas, trends, customers, partnerships, products and services or new ways of reaching existing markets.