

# Ulyana Hampe

## SALES AND MARKETING SPECIALIST

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### PROFILE SUMMARY

Ambitious Sales and Marketing Specialist with about 2 years of experience. Proficiency in developing graphic materials, collecting and analyzing market data. Highly professional and organized team player, always enthusiastic and responsible to accomplish tasks.

### SKILLS

**Tools:** E-commerce (Shopify, WordPress), Web (HTML, CSS, PageSpeed Insights), UX Design & Graphic Design (Figma, Adobe XD, Photoshop, Illustrator, Canva) SAP, CRM (Salesforce), Github

**Management Tools:** Trello, JIRA, ClickUP, Slack

**Languages:** English (C1), French (B1), Polish (C2), Russian (Native), Belarussian (Native)

### WORK EXPERIENCE

#### UX/UI Tester

*Cut2Code (Apr 2023 - Sep 2023)*

- Create detailed and well-structured test documentation
- Test planning, estimation and requirement analysis for 30 different projects
- Perform web, mobile, UI/UX, functional, usability, regression, cross-browser and cross-platform testing
- Analysis and optimization of websites (SEO)

#### Order Management Specialist with French

*Olympus (Oct 2021 - Jul 2022)*

- Constant contact with hospitals on purchase issues
- Management and coordination of sales orders coming from France in the SAP system
- Data management in CRM system (Salesforce)
- Contact with other departments and transportation companies
- Training of new employees

#### Achievements:

- Quarterly sales increased by 10%
- About 500 blocked orders were corrected and delivered, eliminating a week-long backlog of orders
- Created new special technical documentation to train new employees and special templates to reduce response times to incoming messages

#### Sales and Marketing Specialist

*Kufar (Jan 2021 - Aug 2021)*

- Create and design visual advertisements
- Create content for social media
- Professionally manage events by writing comprehensive reports and gathering input for meetings
- Develop a marketing plan and create promotional projects
- Prepare and submit monthly department reports

#### Achievements:

- Increased list of loyal clients
- Successfully conducted more than 12 meetings
- Introduced modern advertising networks in Instagram

### EDUCATION

**University of Wroclaw, Poland | 2021 - 2023**

*Master of Communication Management in Branding*

**University of Alicante, Spain | 2020**

*Exchange program - Erasmus*

**Opole University of Technology, Poland | 2018 - 2021**

*Bachelor of Quality Management*