Amsterdam, Netherlands

dima.shpilko@me.com

+31634114134

DIMA SHIPIL'KO

PROFILE

8 years experience in Business Development, Sales & Account management, with top performer achievements combined with a great interest in the hospitality industry, music, writing, design & psychology.

Skills

- Business Development
- Customer Service Skills
- Account Management
- Sales
- Design
- Writing

EMPLOYMENT HISTORY

Freelance Shiftleader at de Willem, Amsterdam

November 2023 — Present

- Shiftleader for 5+ FTE during service
- Hospitality service in a high-end restaurant

Managing Consultant at Robert Walters B.V., Amsterdam

July 2022 — October 2023

- Managing a team of 2 Consultants & 1 Assistant;
- Account management for clients i.e. Tesla, Uber & VolkerWessels;
- Recruitment Business Partner on C-level;
- Market research and analysis to identify key opportunities for growth
- Mediation of highly skilled interim Finance professionals (Accountants, Controllers, Finance Managers & Directors);
- Interviewing Candidates;
- Cold Calling & Face-2-Face Sales;
- Presentations to and training of starting Consultants.

Results

1. Top Achiever 2022
2. Top-10 of 200+ Consultants, personal revenue €790K
3. Promotion to Managing Consultant in 2022

Senior Consultant at Robert Walters B.V., Amsterdam

July 2019 — June 2022

- Buddy of a starting Consultant;
- Account management for clients i.e. Tesla, Uber & VolkerWessels;
- Recruitment Business Partner on C-level;
- Business Development of new clients;
- Mediation of highly skilled interim Finance professionals (Accountants, Controllers, Finance Managers & Directors);
- Interviewing Candidates;
- Cold Calling & Face-2-Face Sales;
- Presentations to and training of starting Consultants.

Results

1. Top-10 & 5 of 180+ Consultants
2. Personal revenues €500K (2019), €550K (2020), €600K (2021)
3. Promotion to Senior Consultant in 2019

Consultant at Robert Walters B.V., Amsterdam

June 2016 — June 2019

- Account management for clients i.e. PostNL, Microsoft, EuroGber & VolkerWessels;
- Recruitment Business Partner on C-level;
- Business Development of new clients;
- Mediation of highly skilled interim Finance professionals (Accountants, Controllers, Finance Managers & Directors);
- Interviewing Candidates;
- Cold Calling & Face-2-Face Sales;

Results

1. Growing business portfolio

2. Top #49 Consultant in 2018 of 150+ Consultants
3. Growing personal revenues €28K (2016), €123K (2017), €378K (2018)

Research Consultant at Robert Walters B.V., Amsterdam

November 2015 — June 2016

- Interviewing Candidates;
- Cold Calling candidates;
- Assisting with Business Development.

Results

1. Promotion to Consultant in 2016
2. Assisting in the search for candidates for interim Finance roles for Consultants

Assistant Barmanager at Oolong Cocktailbar, Amsterdam

February 2015 — August 2015

- Bar tending
- Cocktail shaker
- Social Media marketing

Bartender at Nacional, Amsterdam

July 2014 — January 2015

- Bartending
- Serving

Faculty Manager at AthenaStudies, Groningen

October 2013 — August 2014

- Recruiting & hiring Tutors
- Promoting tutor exam classes (Social Media, Live Presentation, Flyring, Mouth-to-Mouth promotion)
- Organising tutor exam classes (location, materials, time-slots, internet accounts & tutor groups)

Results

1. 4 Filled tutor classes (Statistics & Biopsychology)

Bartender at Kokomo Beachclub, Groningen

March 2010 — February 2014

- Bartending

Street Sales at Pepperminds, Groningen

February 2010 — June 2010

- Street Sales for charity, StopAidsNow

EDUCATION

MSc Business Administration, University of Amsterdam, Amsterdam

February 2014 — September 2015

- Graduated within the Marketing Track
- Thesis about Neuromarketing

BSc Psychology, University of Groningen, Groningen

September 2010 — September 2013

- 09 /2012 - 02/ 2013 Minor Entrepreneurship
- Thesis about Neuropsychology

Propaedeutic Communication, Hanze University, Groningen

February 2009 — June 2010

LINKS   Portfolio Website   LinkedIn

HOBBIES   Football, Muay Thai, Design, Writing, Music (DJ-ing & Producing)

LANGUAGES   ⬤ Dutch   ⬤ English   ◑ Russian