



Vadim Fedorovsky

Business Developer and Marketing Specialist

Telephone +1 267 679 4057
Email vadimfedorovsky@gmail.com
Website www.vadimfedorovsky.com
Address 599 Wynonah Drive Auburn PA 17922

Profile

Experienced Business Developer with a history in the mechanical engineering, cannabis, and medical industries.

Skilled in sales, marketing, and every kind of customer relationship management.

Ready to break into the exciting world of blockchain and crypto.

References

Mike Hanlon, Advanced Medical Homecare
+1 610 524 1510

Igor Shamis, Advanced Plasma Solutions
+1 484 320 8938

Experience

Vadim Fedorovsky LLC, Founder 2015 - Present

- Digital marketing solutions for online businesses.
- Social media marketing and organic SEO
- Content marketing production: podcasts, videos, and blogs on various topics.

Advanced Plasma Solutions, Biz Dev 2015 - 2016

- Executed cold-calling campaigns and client visits to close R&D plasma related business.
- Led marketing campaigns to promote products and services.
- Closed \$500,000 in R&D services & \$700,000 in equipment sales annually

Advanced Medical, CPAP Specialist 2011 - 2015

- Sold respiratory equipment, managed inventory, and oversaw shipping processes.
- Negotiated wholesale prices resulting in up to 50% decreases in cost of goods sold.
- Consistently exceeded sales goals utilizing target customer list and up-selling company product (averaging 250 orders/month & \$750,000 billable revenue annually).

Education

BA in Philosophy, Kutztown University 2008-2010

SUMMA CUM LAUDE
KUTZTWN, PA UNITED STATES

Business Program, Penn State Berks 2006-2008

READING, PA UNITED STATES

Interests

Crypto, blockchain, photography, travel, gardening, reading, hiking in the mountains, skiing, using tech to transform lives.

Skills

Languages

- English - Fluent
- Russian - Fluent

Business Development

- Inside Sales
- Outbound Sales
- Project Management
- Account Management

Digital Marketing

- SEO
- PPC
- Video
- Podcasts
- WordPress
- Copywriting
- Social Media
- Email Marketing
- Growth Marketing