



# Vasif Yusifov

EXPORT SALES DIRECTOR | INTERNATIONAL BUSINESS DEVELOPMENT | B2B TRADE EXPERT

Istanbul, Türkiye

## Summary

**I have been living and working in Turkey for over five years and will be obtaining Turkish citizenship.**

Results-driven Export Sales Director with over 10 years of experience in international B2B trade, product marketing, and global brand development. Proven track record of expanding export markets, building distributor networks, and increasing revenue by up to 60% in competitive sectors. Skilled in managing cross-border sales teams, contract negotiations, and trade show leadership in Europe, the Middle East, and North America.

## Experience

### ELCON Automation

Export Sales & Marketing Director

November 2019 - Present (5 years 8 months)

Turkey

Increased global sales by 60% through development of international distributor partnerships and market-specific strategies

- Led entry into new markets in Europe and the Middle East, driving multimillion-dollar growth
- Developed and implemented a streamlined export sales process, boosting internal communication and order efficiency
- Directed participation in international trade fairs (ISH Frankfurt, Big 5, etc.), generating over 200 qualified leads annually
- Resolved complex client and shipment issues across 20+ countries, improving retention and satisfaction

### Weir Oil and Gas

IT Procurement Manager

September 2018 - July 2019 (11 months)

Azerbaijan

- Developed and executed procurement strategies for IT systems, managing global vendor relationships
- Reduced sourcing costs through vendor optimization and negotiation

## Contact

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## Top Skills

International Sales

Export Management

Business Development

B2B Sales

Sales Strategy

International Trade

Distributor Management

Negotiation

Sales Forecasting

Market Entry Strategy

## Languages

English (Full Professional)

Turkish (Native or Bilingual)

Russian (Native or Bilingual)

Huawei

Presales Support Engineer

May 2014 - September 2018 (4 years 5 months)

Azerbaijan

- Provided technical support to sales teams, wrote trial plans, and improved pre-sales win rates

Super Online Internet Provider

Pre-Sales Coordinator / Engineer (Internet Service Provider)

January 2010 - February 2014 (4 years 2 months)

Azerbaijan

- Managed B2B/B2C client engagement for telecom solutions and value-added services

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## Education

BAKU STATE COLLEGE OF COMMUNICATION AND  
TRANSPORT

Bachelor's degree, Information Means In Management System Of

Communicationoperation, Telecommunications Management · (September  
2002 - January 2007)