



Driton Halili

Date of birth: 10/07/2000 | **Place of birth:** Vushtrri, Kosovo | **Phone:** (+383) 049715975 (Mobile) | **Email:** dritonhalili44@gmail.com | **Address:** Lumni Surdulli, 42000, Vushtrri, Kosovo (Home)

● WORK EXPERIENCE

 **BINA SH.P.K. – VUSHTRRI, KOSOVO**

SALES ASSISTANT – 12/2020 – 05/2021

- * Assisted customers with product selection, providing recommendations to meet their needs and preferences.
- * Collaborated with team members to achieve daily sales targets and store goals.
- * Kept up to date with product knowledge to effectively communicate features and benefits to customers.

 **O.T CAPITAL – PRISHTINE, KOSOVO**

SENIOR SALES REPRESENTATIVE – 07/2021 – 09/2022

- * Developed and maintained relationships with retail and institutional clients, offering tailored investment solutions based on market conditions.
- * Executed buy and sell orders for stocks, bonds, and other financial instruments in accordance with client instructions and compliance regulations.
- * Met and exceeded sales targets by onboarding new clients and upselling investment products and services.
- * Mentored junior staff (as Senior Rep), providing training on sales techniques, product knowledge, and regulatory compliance.

 **INSERT L.L.C – PRISHTINE, KOSOVO**

CHIEF EXECUTIVE OFFICER – 04/2024 – 03/2025

- * Strategic leadership and oversight for the company responsible for delivering and managing animal identification and traceability services across Kosovo.
- * Directed the development and implementation of national-level animal ID systems in alignment with governmental regulations and EU compliance standards.
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 **AGILE PRO SOLUTIONS – FLORIDA, UNITED STATES**

BUSINESS DEVELOPER – 03/2025 – CURRENT

- * Developed and maintained relationships with clients, vendors, and outsourcing partners to ensure high-quality service delivery and long-term collaboration.
- * Negotiated contracts, service-level agreements (SLAs), and pricing models with external service providers to optimize performance and reduce operational costs.
- * Monitored industry trends and competitor activity to identify new markets, technologies, and growth strategies.
- * Prepared business proposals, presentations, and reports for stakeholders and senior management.

● EDUCATION AND TRAINING

10/2018 – 05/2023 Istanbul, Turkey

BACHELOR OF SCIENCE Bahcesehir University

Website <https://bau.edu.tr/>

11/2020 – CURRENT Prishtine, Kosovo

BUSINESS MANAGEMENT AND ADVERTISING Riinvest College

Website <https://riinvest.net/>

● LANGUAGE SKILLS

Mother tongue(s): **ALBANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
TURKISH	C2	C2	B2	B2	C2

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

● SKILLS

Negotiation | Management | Presentation | Communication

● DRIVING LICENCE

Driving Licence: B