

LORIK SAHITAJ

Business Development & Sales Professional

Brussels, Belgium · sahitajlorik1@gmail.com · +32 485 37 36 90

PROFESSIONAL SUMMARY

Results-driven Business Development and Sales professional with 4+ years of experience in B2B client acquisition, contract negotiation, and long-term account management. Complementary background in independent sales closing — conducting property transactions, client matching, and deal negotiation on a commission basis. Proven track record of growing revenue by 130%+, maintaining a 90%+ client retention rate, and consistently signing new partnerships. Trilingual in French, English, and Albanian, with JLPT N5 Japanese and N4 targeted by December 2026. Actively seeking a visa-sponsored Business Development or Sales role in Japan.

PROFESSIONAL EXPERIENCE

Head of Sales, Communication & Client Relations · Lorenergie

Brussels, Belgium · 2022 – Present

- Proactively identified and acquired new B2B clients across Belgium and Europe — managing the full sales cycle from cold outreach and needs assessment to contract negotiation and signature, averaging approximately 10 new contracts per year.
- Managed a portfolio of 20+ active B2B accounts including international co-living operators, hotel groups, and real estate investors — serving as the primary point of contact and trusted advisor for all client needs.
- Achieved a 90%+ client retention rate through personalised follow-up, proactive problem-solving, and consistent delivery of high-quality service — contributing directly to 130%+ revenue increase over four years.
- Led cross-border business development missions, including a New York engagement for COHABS, presenting tailored strategies and managing a high-value international account from Brussels.
- Implemented and managed CRM systems to streamline pipeline tracking, client follow-up, and reporting — improving team efficiency and sales visibility.

Independent Sales Consultant · Private Clients · via Professional Network

Brussels, Belgium · 2022 – Present

- Conducted end-to-end sales closing for property transactions — identifying buyer and seller needs, arranging viewings, negotiating terms, and finalising deals on a commission basis.
- Matched clients with suitable properties and investment opportunities, demonstrating ability to generate revenue independently through proactive prospecting and relationship-driven closing.

EDUCATION

Bachelor's Degree in E-Business – Business Analyst · EPHEC Brussels · 2019–2022

CERTIFICATIONS

TOEIC English Certification – 945/990 (C1), 2026

JLPT N5 Japanese Language Proficiency – Completed July 2026 · Targeting N4, December 2026

Professional Scrum Master (PSM I) – Scrum.org

Google Ads & Google Analytics – Google Certified

CGSP® Certified Guest Service Professional – AHLEI, 2026

KEY SKILLS

Business Development & Sales · B2B prospecting, full sales cycle, contract negotiation, closing, commission-based sales
Account Management · Portfolio management, client retention, multicultural communication, stakeholder engagement
Operations & Coordination · CRM implementation, pipeline management, reporting, Agile / Scrum
Digital & Tools · CRM/SaaS (extensive), Microsoft Office Suite (Excel advanced), Google Ads & Analytics, Power BI (beginner)

LANGUAGES

French – Native

English – Professional Proficiency, TOEIC 945/990

Albanian – Fluent

Dutch – Basic

Japanese – JLPT N5 (July 2026) · Targeting N4 – December 2026