



Erkin Hajili

Business Developer / SDR — Multilingual (FR · EN · RU · AZ)

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Summary

Business developer who sells and builds. Originated multiple revenue lines — a delivery-rider rental system at €10K+/month, hotel partnerships, tourist bike rental with an AI guide — and shipped the AI behind them: voice-calling systems, support chatbots, and automated bookkeeping. Full-cycle B2B/B2C sales across four fluent languages (FR · EN · RU · AZ).

Experience

Strim Mobility	Jan 2024-Present
Business Developer	Strasbourg
• Originated and scaled a B2C bike-rental line for gig-economy delivery riders to ~100 active renters generating €10K+/month in recurring revenue — spotting the demand, building the offer, and closing renters directly. • Personally signed a partnership with Sofitel and two additional hotels for guest bike rentals; demand outpaced bike supply, validating a scalable channel. • Piloted a kids' trolley-rental service at the Roppenheim commercial center, reaching 20+ rentals/day and €2K+/month in pilot phase. • Launched a tourist bike-rental service with an AI-powered audio guide. • Built the supporting AI stack: voice-calling systems, support chatbots, and automated bookkeeping reconciliation. • Ran full-cycle B2B/B2C sales across four languages (FR · EN · RU · AZ), including expo and field selling.	

Education

Université de Strasbourg	2023-2026
Licence Sciences pour l'ingénieur	Licence 3
18.3/20	
HarvardX	2025-2026
Professional Certificate in Computer Science for Artificial Intelligence	Certification

Skills

Sales & Business Development

Full-cycle B2B/B2C sales, outbound prospecting, lead qualification, partnership development, expo & field selling

Tools

HubSpot, Lusha, Aircall, Intercom, Microsoft Office (Excel, Word), Google Workspace

Marketing & Content

Meta Ads, video production, multilingual content creation

AI & Automation

LLM tooling (Claude, Gemini, LM Studio), voice & audio AI (ElevenLabs, Suno), chatbot development, workflow automation (Zapier, n8n)

Languages

English	Russian	Azerbaijani	Turkish	German
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