



♂ Masculin

📍 Chișinău

## Preferințe

- Full-time

**Datele de contact sunt contra cost. Detalii aici: <https://www.lucru.md/ru/preтури/cv>**

# Коммерческий директор, менеджер по продажам, закупкам

## Despre mine

Work experience:

April 2010 – present:

“Diastil” S.R.L. (former “Riscom Computers” S.R.L.)

Post: Computer Hardware and Software Product-Manager

Responsibilities: Retail, corporate sales and wholesale management, purchasing negotiation, decisions and management, pricelist regulation, monitoring of local and international computer market and prices. Coordination of IT products sales and procurements for the online hypermarket [dostavka.md](http://dostavka.md)

September 2007 – present:

“PC-Link” S.R.L.

Post: Co-Owner and director

Responsibilities: corporate sales and wholesale management, purchasing decisions and management, pricelist regulation, monitoring of local and international computer market and prices.

Achievements: Has signed distribution contracts with Apacer, Lavod, Silicon Power and USRobotics.

April 2004- September 2007:

“Riscom Computers” S.R.L.

Post: Commercial Director

Responsibilities: Retail, corporate sales and wholesale management, purchasing decisions and management, pricelist regulation, monitoring of local and international computer market and prices. Supervising of PC and notebook manufacturing.

Achievements: Had signed the distribution contract with D-Link, Kingston Technology, Transcend and verbal distribution agreement with MicroStar International. Also, has established business relationship with AOpen, Apacer, Jetway, Palit, Panasonic companies. Was managing a network of 5 retail computer stores, a dealer network and, also is supervising the assembling production of local brand notebooks, personal computers and servers under the “Intel Inside” program.

April 2001- April 2004 “Riscom Computers” S.R.L.

Post: Chief Manager

Responsibilities: Retail, corporate sales and wholesale management, purchasing negotiation, decisions and

management, pricelist regulation, monitoring of local and international computer market and prices

Achievements: Had established cooperation with Elko, Dealine, Flagman Group, Inline and Image Computers distribution companies from Moscow, Russia, BrideMA from Copenhagen, Denmark, Evertek Computer Company, Goldenlink Enterprise, Princeton, Unison Technologies and United Memory from USA, CA. Has established direct connection with Codegen, Modecom and Tsunami PC Case manufacturers, has got MSI Golden Dealer Authorization.

August 1999 – March 2001 Texpert Home Office

Post: Co-Owner and Director

Responsibilities: Retail sales and wholesale management, purchasing decisions and management, pricelist regulation, monitoring of local and international computer market and prices

Achievements: Has established cooperation and became authorized reseller of the Romanian distributor “Flamingo Computers”.

August 1998 – August 1999 “Riscom Computers” S.R.L.

Post: Chief Manager

Responsibilities: Retail, corporate sales and wholesale management, purchasing negotiation, decisions and management, pricelist regulation, monitoring of local and international computer market and prices

Achievements: Has involved Riscom Computers into the Intel IPI Program. Has continued cooperation with russian computer distributors “Citilink”, “JIB Group”, MAS Elektronikhandels Gmbh, Moscow and Intel distributor from Ukraine – Kvazar-Micro. Gain the status of regional distributor for Roverbook brand of notebooks from Russia.

August 1997 – August 1998 THS Computer S.R.L. Home Office

Post: Co-Owner and Director

Responsibilities: Retail sales and wholesale management, purchasing decisions and management, pricelist regulation, monitoring of local and international computer market and prices.

Achievements: Has established cooperation with Russian computer distributors “Citilink” and “JIB Group”

May 1995 – July 1997 Commercial Bank “Guinea”

Post: Programmer and network administrator.

Responsibilities: Database programming and network administration and maintenance.

Achievements: Has developed the Salary and Human Resources database application based on the Foxpro DBMS. Has designed the bank network infrastructure based on the IBM LAN Manager Servers and IBM OS/2 workstations.

June 1991 – May 1995 AFN S.R.L.

Post: Programmer

Responsibilities: Application and system programming.

Achievements: Has designed and coded drivers, linkers and testing programs for proprietary linear video editing system in Assembly and C programming languages on Intel 80286 IBM PC platform. Participated at the Svyazi Expocom Exhibition in 1994 in Moscow, Russia.

July 1989 – May 1991 “Asociatia Valeologia”

Post: Project Manager

Responsibilities: Project Manager of a group of database programmers

Achievements: Has created and managed the development of a Hotel Administration application based on the Foxpro DBMS that was implemented at the "Cosmos" Hotel in Chisinau, Moldova.

Education and qualification:

1984 – 1989 Chisinau Polytechnic Institute, the Faculty of Radio electronics, Automatic Telecommunication group, and specialization in telecommunication control systems.

Professional Knowledge:

PC user: Programmer. Assembly, C, programming languages, Foxpro DBMS, IBM REXX scripting language. NETBIOS Domain administration on IBM LAN Server.

Language Knowledge: Russian, Moldavian, English.

Driving license: B category.