



♂ Masculin

📍 Chişinău

Datele de contact sunt contra cost. Detalii aici: <https://www.rabota.md/ro/prices/cv>

Sales director

Despre mine

39 лет (3 сентября 1973) Мужской пол

Образование

1995

State Technical University of Moldova

Bachelor of Computer science, Diploma

Знание языков

Русский — родной

Английский — свободно владею

Румынский — свободно владею

Повышение квалификации, курсы

2012

Toronto Airways Inc.

Private Pilot License, License

2006

BMW of Canada

Making Customer Connections, Certificate

2004

Humber College Canada

Car Sales, Certificate

2004

Hyundai of Canada

New Car Sales, Certificate

2001

TSSA

Refrigerator operator Class B, Certificate

1995

Ford Worldwide marketing Operations

Fleet manager, Certificate

1995

Ford Worldwide marketing Operations

New car Sales manager, Certificate with honour

1991

Moldavian state Chamber of Commerce

Foreign Trade, Certificate

Опыт работы 16 лет

Октябрь 2010 — по настоящее время (2 года 11 месяцев)

S7 Inc transportation Inc. Toronto Canada — Перевозки, логистика, склад, ВЭД

Sales Director

- 1.New and Used Heavy Truck sales and Leasing.
- 2.Making Customer Connections.
- 3.Fleet management.
- 4.Building new finance and leasing programs.
- 5.Sales staff training.
- 6.Running office
7. Developing transportations quotes and programs for fleet customers

Июль 2008 — август 2010 (2 года 2 месяца)

Intermark Auto Leasing Moscow Russia

Sales Director

- 1.New cars operative leasing .
- 2.Making Customer Connections.
- 3.Fleet management.
- 4.Building new finance and leasing programs.
- 5.Business development (searching and acquisition of customers).
- 6.Collecting information about the lessee, supplier.
- 7.Developing operative leasing programs for fleet customers,running the department.
- 8.Followig up of existing clientele.
- 9.Preparing meeting reports.

Июнь 2007 — март 2008 (10 месяцев)

Cars by Poni Inc. Toronto Canada

General Sales and Leasing Director

- 1.New and Used car and Heavy Truck sales and Leasing.
- 2.Making Customer Connections.
- 3.Fleet management.
- 4.Building new finance and leasing programs.
- 5.Sales staff training.
- 6.Supervising Bolton and Oshawa branches.
7. Developing operative leasing programs for fleet customers

Январь 2005 — май 2006 (1 год 5 месяцев)

BMW Autohaus inc. Toronto Canada

Sales and leasing Manager

1. Develop and execute a growth strategy in defined geographic area
2. Work with Marketing team to drive development and delivery of new products and services to meet customer needs and improve customer satisfaction
3. Perform customer needs analyses and develop key account strategies
4. Work with the sales teams and branches to meet sales objectives, improve productivity, increase revenues and maximize profitability within the territory
5. Develop a strong long-term business relationship with key territory accounts by evaluating and understanding the customer's business, the car industry and financial implications of renting/leasing
6. Function as customer advocate and primary sales contact
7. Participate in branch sales team activities and objectives

8. Facilitate a new business development relationship with management
9. Organization of Dealer participation at Toronto International Auto Show
10. Development of Media strategy in Alliance with BMW Financial Service and NHL Toronto Maple Leafs Team

Декабрь 2003 — январь 2005 (1 год 2 месяца)

Markham Hyundai Inc. Markham Canada

Sales and leasing Manager

1. New and used car sales and leasing.
2. Trade in cars apprising
3. Developing used cars wholesale
4. Used cars sale organization on Adesa and Mannheim Auto Auctions
5. Organization of Dealer participation at Toronto International Auto Show

Март 2000 — ноябрь 2003 (3 года 9 месяцев)

S.P.A.Power Inc. Toronto Canada

General Manager/ Refrigerator operator Class B

1. helping the Economics Department to provide financial reporting, analysis, budget development, and financial administration
2. assisting the department with accounts payable, invoices and bookkeeping
3. marketing research
4. document preparation, filing, faxing and e-mail correspondence with different regions
5. purchasing experience
6. operating ammonia refrigerators at the plant.
7. providing maintenance service to refrigerators at the plant.

Июнь 1996 — июнь 1999 (3 года 1 месяц)

Winner Ford Donetsk

Sales Manager

1. Develop and execute a growth strategy in defined geographic area
2. Work with Marketing team to drive development and delivery of new products and services to meet customer needs and improve customer satisfaction
3. Perform customer needs analyses and develop key account strategies
4. Work with the sales teams and branches to meet sales objectives, improve productivity, increase revenues and maximize profitability within the territory
5. Develop a strong long-term business relationship with key territory accounts by evaluating and understanding the customer's business, the car industry and financial implications of renting/leasing
6. Function as customer advocate and primary sales contact
7. Participate in branch sales team activities and objectives
8. Facilitate a new business development relationship with management
9. Develop and implement training's for Sales and Marketing staff

10. Develop media strategy (newspapers, magazines)
11. Organization of Dealer participation at DobassAuto Expo and Kyiv International Auto Show
Сентябрь 1995 — май 1996 (9 месяцев)
JSC "Yakutзолото" "Indigirskaya Goldfield" — Добывающая отрасль/энергетика/ГСМ
Maintenance Mechanic
1. Day to day technical maintenance of heavy equipment at the goldfield located at North Polar Circle.
2. Operating power generators, tractors, drill machines, pumps and all power equipment.
3. Doing inventory at parts warehouse.
4. Ordering parts in stock.
Ключевые навыки
Good typing speed, knowledge of Word, Excel, Minitab, Internet applications, and other basic computer programs
Knowledge of computer software accounting programs such as Quick Books
Proven ability to analyze data, plan and manage projects, strong organizational skills
Ability to execute several projects simultaneously and work under the pressure of deadlines
Ability to prepare and analyze statistical data
Bilingual (English, Russian)
DRIVER LICENSE:
A,B,C,D,E also Private Pilot Licence
HOBBY
Formula 1, Archery, Golfing, Flying
Гражданство: Канада, Молдавия