



♂ Masculin

📍 Chişinău

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

Director, top management

Despre mine

Experience

"Artasbocem" SRL

<http://www.artasbocem.com/>

From: December 2013 – Present (9 months) Chisinau, Moldova

Import and Wholesale trade:

Finishing materials, Roofing and insulation materials, Floor and Ceiling coverings,

Mineral Fertilizers; Construction materials' regional stores;

Import of crushed granite, bitumen; Consulting

Position: Deputy CEO, international

Responsibilities

Due Diligence, Risk Management; Marketing Strategy of New Joint projects;

- to negotiate the contracts, new deals with foreign suppliers (Russia, Ukraine, Romania, China);

- monitoring and benchmarking of local and foreign markets of raw materials (construction, fertilizers, transport infrastructure etc.)

- in charge of new investment projects (Russia);

- in charge of joint venture projects (Ukraine, China);

- export-import operational activity;

- in charge of joint Moldova-Ukrainian "roads rehabilitation" project.

S.C "StarNet" (No.1 Moldovan private Telecom provider)

www.starnet.md

From: November 2012 – December 2013 (1 year 1 month)

Chisinau, Moldova

Position: Key Account, Corporate Sales, Telecom Projects' Team Leader;

***Actually, act as a free-lancer, Special Project Manager (!!!!)

Responsibilities

Last generation b2b Telecom services: High-Speed Internet and data transport via FO network and Wi-Fi, fixed telephony NGN, IPTV, Data protection, LDNC, PBX, VPN, Video Surveillance.

Special Telecom Projects' Team Leader (5 persons – engineering group)

Multirole Telecom projects, Industrial/Agricultural Corporate sector;

LDNC, PBX, VPN, Video Surveillance FO Network

Corporate Clientele: – Eurotower BC, Knauf Gips S.A., EuroMol IMMO, Euromol Management Consulting SRL, Katoen Natie BV, H.Essers BV, Agrovin Bulboaca SA, Pukoven SRL, DAAC Hermes Group SA, Azimut Grup SRL

“Joint Venture” BV

From: 2011 (June) – 2012 (December) (1,5 years)

In cooperation with CFC Consulting & Ukrainian consulting company KOST International Ltd.

Position: CEO, Moldovan Sector

Responsibilities:

Global:

Country Image Building – joint project CNN-Moldovan Government “Eye on Moldova”;

Local/Regional:

- Risk Management; Marketing Strategy of New Joint projects;
- Fresh Flower & berries’ breeding projects (greenhouses) – Dutch & Swedish donorship;
- Spirits branding (Ukrainian brands SV & Nemiroff) onto the new markets;
- Ukrainian Poultry import to Moldova (Nasha Ryaba); Storiunius Faroe fish import to Moldova and Romania;
- Advertizing;
- Consulting;

“DECIMUS LEGIO - XL” SRL (VEGAS Moldova)

<http://www.vegas-md.com/>

From: 2011 (January) – 2012 (June) Chisinau, Moldova

Country office of (ПО «БЕГАС») “VEGAS” (Brest, Belarus) in the RM

(Orthopedic mattresses & accessories, logistics)

Position: Development, Marketing, PR & Brand-manager

Responsibilities:

Marketing Strategy, Sales Presentations, Sales Management, Strategic Planning, Team Management, Market Research, Public Relations, VEGAS Branding.

In charge of Chisinau & Regional Sales

«KometOil Group» SA Co. Iraq

From: April 2009 – January 2010 (10 months) Erbil, Iraq (Kurdistan)

International integrated oil company, Iraqi Kurdistan

Position: Head of Protocol and Administrative Dept.; PR officer

Responsibilities:

In charge of local and international technical staff (12 persons)

In charge of Administrative Body of the company;

In charge of Iraqi Kurdistan Immigration Office,

In charge of Iraqi Kurdistan Home Affairs Office,

In charge of Protocol – Kurdistan Ministry of Oil, Regional Govt. offices, regular charter flights, local security authorities, American Military authorities etc.

«Vladalina» SRL Co. (group of companies)

From: 2006 - 2008 (2 years)

FMCG wholesale

Position: Brand Manager,

Responsibilities: Branding of «BAVARIA»[™] (Dutch Genuine beer), network Supermarkets, HoReCa. mun. Chisinau
Position: Brand Manager,

Responsibilities: Branding of «Verdone»[™] – mixtures of frozen vegetables; network Supermarkets, wholesale warehouses, HoReCa.

Joint Venture «Protecon Production» SRL Co.
From: December 2005 - December 2006 (1 year 1 month)
Utilities & production lines for wine industry;
Position: Business Director

Responsibilities: branding and promotion of trademark «BERTA» on to the Russian, East European & Asian markets; B2B cooperation;

“SINAX” SRL (UNICOM Group Holding)
From: May 2002 - December 2005 (3 years 8 months)
Position: CEO, Project Leader

Responsibilities: Business activity as a resident of Free Economic Zone «Moldexpo-Chisinau»: (Amusement Park “Aventura Parc”, Flower business - cut fresh flowers and pottery plants (wholesale, landscape design studio), asset and liability management, export-import, catering network etc.

Earlier Experience

2001-2002
Moldovan Foreign Trade Office to Benelux
Joint investment projects’ promotion

1999 - 2001
Government of the Republic of Moldova
Principal State Advisor, Government of the RM, Prime Minister's office
International relations, PR & mass-media
Agency ARIA
Consultant, Advisor to the General Director of the Agency
December 1998 - December 1999 (1 year 1 month)
- monitoring of the restructuring projects at local companies;
- Supervisor of Ukrainian groups of junior consultants;
- PR;
- Advisor to the General Director of the Agency
Embassy of the RM in Russia, Moscow; in Kazakhstan,
August 1995 - December 1998 (3 years 5 months)
Ministry for Foreign Affairs of the Republic of Moldova
Attache, Third secretary, Second secretary
State Diplomatic Protocol Dept, MFA.
Moldovan Embassy in Russia/Finland/Kazakhstan
Adviser to Moldovan Ambassador in Russian Federation;

Skills & Expertise
Sales Management
Business Strategy
Analysis
Strategic Planning
Marketing Strategy
Negotiation

Strategic Financial Planning
Business Planning
Economics
FMCG
Financial Analysis
Marketing Management
Teamwork
Team Management
Management Consulting
Competitive Analysis
Sales
Market Research
Management
Public Relations
International Relations
Market Analysis
Team Leadership
Strategy
Foreign Languages: Romanian (fluent), Russian (fluent), English (fluent), French (very good), Ukrainian (very good), Belorussian (read, understand).
Education:
Accounting & Auditing, AGAT-L, Chisinau
Bachelor's degree, 2006 - 2006
Military institute at Kiev State University, Ukraine
Lieutenant, military interpreter from French, 1990 - 1995
Ukrainian Institute of International Relations at Kiev State University
Master of Arts (M.A.), International Relations, 1990 - 1995
Activities and Societies: Debate Team, Sports - Football "Cup of Africa"
High School # 53, Chisinau 1983 - 1990
Primary School # 16, Balti 1980 - 1983
Interests: politics, sports, marketing, sales, arts, communication skills etc.
Marital Status: married, two children.