



👤 38 ani  
♂ Masculin  
📍 Chișinău

## Preferințe

- Full-time

## Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Engleză** · Fluent

## Permis de conducere

Categoria: B

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

# Management specialist

## Despre mine

Computer skills  
Driving license

## Experiența profesională

**Manager** · Colectez.eu AP din domeniul colectarii si prelucrarii deseurilor · Chișinău

*Ianuarie 2020 - Iulie 2022 · 2 ani 6 luni*

Manager

**Co-founder** · Rosa Salon Foristic (Floral Solutions) · Chișinău

*Ianuarie 2019 - Decembrie 2019 · 11 luni*

Manager

**Gas Station Stores Chain Manager** · "Clever Energy" S.R.L (Fox gas-oil stations chain) · Chișinău

*Iunie 2018 - Mai 2019 · 11 luni*

- Creating a concept and its implementation.
- Supervision of process effectiveness.
- Interviewed job candidates and made staffing decisions.
- Instructed staff appropriately in handling difficult and complicated sales.
- Scheduled and led weekly shop meetings for employees.
- Completed profit loss performance reports.
- Examined merchandise to verify that it was correctly priced and displayed.
- Conducted stock inventories once per quarter.
- Recognized and rewarded outstanding work performance to cultivate positive and collaborative customer service.
- Shared best practices for sales and customer service with other team members to help improve shop efficiency.
- Communicated clear expectations and goals to each team member.
- Determined customer needs by asking relevant questions and listening actively to the responses.

**Owner** · “Pour Elle” S.R.L (Floral Solutions) · Chişinău  
*Ianuarie 2017 - Ianuarie 2019 · 2 ani 1 lună*

Manager

**Key Account Manager** · I.M. “Rompetrol-Moldova” S.A. · Chişinău

*August 2015 - Ianuarie 2017 · 1 an 6 luni*

- Responsible for sales analysis.
- Responsible for the sales department.
- Responsible for the card department.
- Oversaw sales forecasting, goal setting, and performance reporting for all accounts.
- Consulted with clients after sales and contract signings to resolve problems and provide ongoing support.
- Negotiated prices, terms of sale, and service agreements.
- Analyzed and reported on customer activity, business trends, and areas of concern.

**Commercial Representative** · I.M. “Rompetrol-Moldova” S.A. · Chişinău

*Decembrie 2010 - August 2015 · 4 ani 9 luni*

- Sales evolution analysis.
- Manager Petrol Plus system.
- Developed and implemented strategies for attracting new customers.
- Developed and implemented modifications in commercial policy according to new legislation (August 2014).
- Developed and implemented transition from volumetric to value count system for non-cash, loyalty card system according to new legislation (August 2014).
- Responsible for business communication with customers.
- Negotiated prices, terms of sales, and service agreements.
- Responsible for the sales department.

**Main Operations Specialist** · I.M. “Rompetrol-Moldova” S.A. · Chişinău

*Februarie 2008 - Decembrie 2010 · 2 ani 10 luni*

- Implemented non-cash, loyalty card system Petrol Plus.
- Manager Petrol Plus system.
- Responsible for business communication with customers.
- Quality service evaluation.
- Negotiated prices, terms of sales, and service agreements.

- Responsible for sales analysis.

**Specialist, Development Department** · I.M.  
“Rompetro-Moldova” S.A. · Chişinău

*Aprilie 2007 - Februarie 2008 · 11 luni*

- Market research.
- Strategy development to attract customers.

## **Studii: Superioare**

**Academy of Economic Studies of Moldova**

*Absolvit în: 2009*

Facultatea: EMREI

Specialitatea: International Economic Relations