



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

Manager, Account manager

Despre mine

Proactive, determined and able to work across all functions.

- Comfortable with undertaking financial analysis
- Eager to make decisions
- Willing to hear alternative opinions
- Ability to be creative and show initiative
- Open to new experience and willing to learn
- Ability to work to tight deadlines and multi-task
- Thorough understanding of promotional and advertising activity
- Ability to work in a fast paced and changing sales environment
- Customer needs Assessment
- Languages: native - Russian; English - excellent; Romanian - fluent
- Computer literacy - Internet applications, Microsoft Office, Google docs, CMS, 1C, Bitrix24, GDS, Apollo, Sabre, Zoiper, TIS, internet messengers.

Experiența profesională

PURCHASING AND LOGISTICS MANAGER · SOLAR-PRIME SRL. · Chișinău

Mai 2024 - Decembrie 2024 · 8 luni

1. Procurement of Equipment and Components
 - Searching for and selecting suppliers of photovoltaic panels, inverters, batteries, cables, mounting systems, and other necessary components.
 - Building an optimal supplier portfolio based on quality, price, delivery times, and service.
 - Conducting negotiations on prices, payment terms, and delivery conditions.
2. Inventory Management
 - Monitoring stock levels to ensure uninterrupted project operations using 1C software
 - Forecasting equipment needs based on current and planned projects.
3. ****Logistics Coordination****
 - Organizing timely delivery of equipment to construction sites.
 - Working with transportation companies to minimize delivery

46 ani
 Masculin
 Chișinău
18 000 MDL

Preferințe

- Full-time
- Part-time
- Flexibil
- Fără program
- În ture
- În locația angajatorului
- Hibrid (Oficiu/Acasă)

Limbi

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

Permis de conducere

Categoria: B, C

costs while meeting deadlines.

- Handling customs clearance for imported equipment upon requests.

4. ****Market Analysis and New Solutions Exploration****

- Monitoring the solar equipment market to identify new technologies, materials, and suppliers.

- Studying trends in renewable energy and their impact on component availability and cost.

5. ****Documentation and Contract Management****

- Developing and negotiating contracts with suppliers.

- Ensuring compliance with contractual obligations by all parties.

- Maintaining a database of all agreements, payment terms, and warranty obligations.

AIRLINE TICKETS SPECIALIST · Business Plane Experience SRL · Chişinău

Martie 2022 - Decembrie 2023 · 1 an 10 luni

Searching for the best routing for OBC (on-board courier) for a fast and prompt delivery of time critical shipments. Booking the flights using special software like Amadeus as well as air tickets consolidators and airlines web sites. Making changes to reservations, dealing with cancelations, refunds upon request by contacting airlines too.

ACCOUNT MANAGER · FIRTSLINE SRL · Chişinău

Octombrie 2020 - Februarie 2022 · 1 an 5 luni

negotiating new orders in terms of prices, lead time, volumes and closing the deals making new contracts and calculating right prices for the new orders daily

discussing new products creation and design involving engineers and designers placing new orders in production plan and following up on getting it ready for export

arranging export activity for finished goods (heat-shrinkable capsules and decorative capsule) in cooperation with logistics and customs office.

INTERNATIONAL TRAVEL NETWORK (ITNCORP.) · Travel Agent · Chişinău

Septembrie 2016 - August 2020 · 4 ani

- Process new client's requests by receiving incoming calls from customers.

- Make outgoing calls on delivered requests.

- Work closely with other agents to find and deliver the best solutions to clients by using GDS (Global Distribution System) software.

- Follow up on existing and new customers making sure they are happy and satisfied with company services from start to finish, ensuring repeat business.

- Secure and close sales.

Sales manager · ADD-PRODUCTION SRL.,
CHISHINAU, MOLDOVA · Chişinău

Ianuarie 2007 - August 2016 · 9 ani 8 luni

Linking customers with production section by making contracts and including the orders in production schedule

- Monitoring the orders execution by cooperating with procurement department and financial section
- Arranging deliveries in close cooperation with logistics section and customs brokers
- Cooperating with customers after winning the tenders - Drove all the partners of a company and generated sales
- Producing & analyzing sales figures, then reporting them to sales director
- Scheduling deliveries negotiating with all relevant departments and finding the best solutions to meet customer's requirements
- Participating in money flow planning by negotiating the best conditions of payments with the partners
- Making monthly reports on receivables.

Operating manager · MTA-AERO SRL. CHISHINAU,
MOLDOVA / AVIATION COMPANY · Chişinău

Mai 2001 - Iunie 2006 · 5 ani 2 luni

- Economic flight calculations
- Arranging permissions to overfly through foreign territory.
- Communicating with foreign aviation authorities to obtain permission to overfly the country.
- Support the crew with flight details.
- IATA codes applying

Domeniile dorite

- Call-center / Back-office
- Management
- Achiziții / Aprovizionare

Studii: Superioare

State University / International Institute of Management

Absolvit în: 2000

Facultatea: International Economic Relations

Specialitatea: Marketing and International trade