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# **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](http://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;

- Advertising;

- Consulting;

“DECIMUS LEGIO - XL” SRL (VEGAS Moldova)

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

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

Country office of (ПО «ВЕГАС») “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 «Verdono»™ – 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.