



👤 37 ani
♂ Masculin
📍 Chișinău
💰 32 000 MDL

Preferințe

- Full-time

Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Franceză** · Elementar
- **Germană** · Elementar

Permis de conducere

Categoria: B
Cu automobil personal

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

Manager, Sales Floor Supervisor

Despre mine

Very sociable, easy getting with someone in touch
Martial artist, experienced in Aikido, Iaido, Knife self defence
Easy learn new languages, learned Chinese, Indonesian, Gaelic, Georgian - Hobby
Professional traveler, traveled through the whole Europe, Caucasus, some parts of the Asia and Mauritius Island
Self motivated with the strict discipline
English Language - General and Business Management
Project Management
Intercultural Relations
HR processes
Business Development

Experiența profesională

Business Development Manager · CRM

Development & Consulting · Chișinău

Noiembrie 2017 - Prezent · 8 ani 1 lună

Negotiating with potential partners from US and UK
Building strong relations with existing clients
Co-ordinate with marketing team to develop marketing strategies and materials to promote company's product
Analyze market situation to facilitate better planning and execution of sales plan
Supervise, train and direct sales team on how to improve sales performance
Provide prospect reporting and status updates to CEO directly

Chief Executive Officer · ECC Know How SRL ·

Chișinău

Martie 2016 - Aprilie 2021 · 5 ani 2 luni

Manage project budget and resource allocation.
Supervising external and internal processes of the educational

center.

Allocating capital and companies priorities.

Maintaining awareness of opportunities for expansion, customers, markets, new industry developments and standards.

Evaluating the success of the organization in reaching its goals.

Negotiations with other companies for the farther collaboration and development

Negotiating with the potential clients, decision making on the discounts and specific orders

Identify opportunities for campaigns and services.

Chief Executive Officer · Passus Group SRL. · Chişinău

Aprilie 2015 - Iulie 2016 · 1 an 3 luni

Identify opportunities for campaigns, services, and distribution channels to increase export sales.

Collaborating with local wine-making companies to sell the product.

Develop purchasing strategy to decrease risks.

Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.

Prospect for potential new import clients and turn this into increased business.

Research and build relationships with new clients (wine-making companies).

Identify potential clients, and the decision makers within the client organization.

Solving logistics problems

Collaborating with the customs office's representatives in case of any transportation inconveniences

Project Manager · IM FirstLine SRL. · Chişinău

August 2014 - August 2015 · 1 an 1 lună

Complete the project charter outlining scope, goals, resources, budget and timing

Develop Project Plans and project schedules

Create the work breakdown structure to estimate the effort required for each task

Track and report on project milestones

Clearly communicate expectations to team members and stakeholders

Supervising processes in flexo-packaging and developing new strategies to increase team's working efficiency

Creating new platform increasing printing quality by building strong relations with new repro-houses

Implementation of new tools in flexo-printing (Flat Top Dot technology)

Resolve any issues throughout the projects
Create business process schemes to identify the weak points of the company
Implementation of the new administration and monitoring system throughout the whole production process

International project's mediator · Nucleoteh SRL. · Chişinău

Iunie 2011 - August 2014 · 3 ani 3 luni

Translator, Junior Project Manager

Assist Project Manager to develop the project schedule and strategy

Assemble a project team, considering the multiple dynamics

Manage project budget and resource allocation

Provide mentoring, coaching and direction setting to team members

Forecasts changes and communicates current and projected issues

Participation in negotiations and meetings as interpreter

Translation of all the needed documentation and emails

Keeping all the documentation structured, in a specific order

Travel Agent · International Travel Network. · Chişinău

Iunie 2010 - Aprilie 2014 · 3 ani 11 luni

Negotiating with the airline company representatives

Browsing and creating reservations in Global Distributional System Apollo

Sales floor team-leader

Analyzing new coming contracts and fares for the specific airline companies

Closing sales on the line with the client

Specialized in Star Alliance contracts, main destinations: Africa and Asia

Issuing tickets in GDS Apollo

Solving all the problems that are connected with the delays and flight cancels with clients on the line

Seat, meal and pet assignments in GDS Apollo

Studii: Superioare

ULIM

Absolvit în: 2015

Facultatea: Economy

Specialitatea: Management Business and Administration

High Anthropological School

Absolvit în: 2011

Facultatea: Social Anthropology

Specialitatea: Religion Studies and Psychology

Moldavian State University

Absolvit în: 2008

Facultatea: Linguistics

Specialitatea: English Language and Literature

Cursuri, training-uri

How to get the power buyers

Absolvit în 2017

Organizator: SMM Club - Yaroslav Lenitsa

White Sales School Michael Bang,

Absolvit în 2015

Organizator: School Michael Bang

Management 360

Absolvit în 2014

Organizator: SBC Globa

French Language and Culture

Absolvit în 2013

Organizator: Intercultural School Inflexyon, Lyon, France

How to build the perfect team

Absolvit în 2013

Organizator: HR-Pro

Business English and Management

Absolvit în 2011

Organizator: MLS (Management and Linguistic School)