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Генеральный директор, коммерческий директор, директор по продажам

Despre mine

With a bachelor degree in Business Administration and International Economic Relationships, I have 20 years of experience in managing businesses and activities of companies in different fields - financial, telecom, IT, automotive, metallurgy, real estate development and construction. I have successfully managed diverse projects, of a different scale, complexity and value, and up to 500 employees.

Great experience in achieving goals, completing tasks, capable of solving different kind of problems, related to communication or paperwork, dealing with state/tax/fiscal services, all type of negotiations with top-management of business structures, governmental, administrative and representatives of international companies. Persistent and target oriented.

Very communicative and easy solving all kind of human-factor and client-to-personnel problems, great leading and organizational skills, experience in staff managing, people motivating and making necessary connections.

Computer literate: good knowledge of Windows operation systems, Microsoft Office package (with a lot of experience working with MS Project and Excel especially), 1C Enterprise, Graphic Packages and instruments (Adobe Photoshop, Lightroom, Aurora HDR), knowledge of Agile/Scrum methodology, Web technologies.

Driving License, B

Currently living in Republic of Moldova, able to relocate to any part of the world.

Experiența profesională

General Manager · Eco Glass Haus Romania · Bucharest

August 2018 - Prezent · 7 ani 4 luni

Development business, residential construction projects based on German fachwerk technology, Romania (part time involvement).

Coordinating the activity of the company that is building modern,

- 👤 46 ani
- ♂ Masculin
- 📍 Chișinău
- 💰 40 000 MDL

Preferințe

- Full-time

Limbi

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

Permis de conducere

Categoria: B

ecology friendly, energy efficient, prefabricated smart houses, based on German Fachwerk construction technology (Half-Timber variance of Mass-Timber technology), constructed in collaboration with partners from Slovenia – Kager Group (one of the leaders on European market in producing prefab fachwerk houses).

In addition, we were involved in construction of 5th generation Dutch-type hydroponic smart greenhouses, built based on Climate Chamber project of hydroponic growing technology, using geothermal heat pumps for temperature maintenance.

General Manager · GBS · Chişinău

Noiembrie 2020 - Decembrie 2021 · 1 an 1 lună

I was leading the automotive division at the biggest car parts importer in Republic of Moldova – GBS SRL. Managed the work of five car dealerships (Peugeot, Opel, Haval, Baic and Chery brands), service department (up to 50 working posts) and warranty department. Optimized the planning, expenses, marketing and KPI, leading to work process automatization. As a result, the volume of monthly sales increased more than twice, with a significant rise of rentability and company's net profit. In terms of sold cars numbers, the company moved from the second tenth to the second place on country market.

Chief Business Development Officer · Accent Group · Chişinău

Iunie 2016 - Iulie 2018 · 2 ani 1 lună

Worked as a part of management team in one of the oldest, leading cluster of companies in Republic of Moldova.

While working at Accent Group, was involved in current projects and analysis of potential new ones in different domains:

- IT -software projects (e-learning, online services and support), IT infrastructure projects (optical lines) and projects based on blockchain technology.
- Residential construction – the “Ambassador Residence” project and other real estate projects, both residential and commercial.
- Automotive – performed the analysis of the potential import of Chinese cars on local and European market (negotiating with major Chinese manufacturers as Geely, FAW, BYD, Lifan) and studying the possibility of local assembly, in the form of CKD or SKD. Analysis of the potential of import of electric cars, and creation of an electric-only car dealer. Analysis of the potential and readiness of the local market for a Car-Sharing startup.
- Energy –preparing project description, business plans, feasibility studies, legal framework, and financial analysis of energetically projects, both in traditional energy production (project researches with the biggest Chinese companies in the field of energy – CNEC, CNNC, CNNP, CSCEC, Nova and others) and also in solar energy production.
- Infrastructure – market analysis and preparation of necessary documentation and feasibility studies for projects of roads and bridges constructions (in cooperation with Chinese companies).

Project Manager · DAAC System Integrator · Chişinău

Mai 2015 - Mai 2016 · 1 an 1 lună

Responsible for IT, ERP and Software projects, implemented by DAAC System Integrator in different areas (banks, state entities, such as CNAS, CNAM, BNS, Wineries, IREX project for libraries and others).

While working at DAAC System Integrator I was involved in managing different IT projects:

- Projects from E-Government range – projects related with implementation (development, adaptation, modification, update, support) of e-government software and its different component parts in corresponding state institutions, like National House of Social Insurance, National Medical Insurance Company, National Bureau of Statistics and others.
- IREX Novateca – an initiative by IREX (Moldova’s division of a global development and education organization), to create the project Novateca, a network of more than 1,000 public libraries in each of Moldova’s 35 administrative regions, providing the public with 21st-century technology tools, digital literacy learning resources, and community services that address local needs. DAAC System Integrator has been selected by IREX as the supplier of the Hardware and Software solution and implementer of the project in selected libraries.
- Other IT projects – like the software and hardware solution for the State Hydro and Meteorological Service, IT solution for CNVCPA (National Center of Alcoholic Beverages Testing), and others.

General Manager · MS Steel Exports · Washington DC

Iunie 2009 - Decembrie 2014 · 5 ani 6 luni

Steel products trading, export from Russia and Ukraine.

Working with Russian (OMK, Mecel, NTMK, TMK Steel Limited, MTK-TrubProm Company Group) and Ukrainian (DTC), mills for arranging export of steel rebars, still billets, angled bars, different construction steel products and pipes to companies and clients in countries of Asia (UAE, Bangladesh, Pakistan) and Africa (Egypt, Alger).

General Manager · IMC Infocredit · Chişinău

Februarie 2006 - Mai 2009 · 3 ani 3 luni

Involved in creating the first Credit Bureau of Moldova - Infocredit, in cooperation with Czech company “Credit Info Group Ltd.”

Also, was in charge for acquiring of banks and insurance companies as clients, and responsible for the management activity.

Commercial Director · ZTE China Telecom · Chişinău

Iunie 2005 - Decembrie 2005 · 6 luni

Responsible for all commercial activity of the entity, for telecom projects and tenders. After signing the telecom hardware equipment supply contracts with Moldtelecom and Orange, the company completed its goals on RM market (it was relatively small and fulfilled at that moment) and shifted its main office to Bucharest, Romania.

Sales and marketing department chief · Moldpac ISP · Chişinău

Septembrie 2003 - Martie 2005 · 1 an 6 luni

Worked at one of the first Internet Services Provider in Republic of Moldova, responsible for the activity of sales and marketing departments.

Founder · e-CafeR · Bucharest

Iunie 2001 - Martie 2003 · 1 an 9 luni

Founded an Internet Café that operated in Bucharest, Romania.

Studii: Superioare

Academy of Economic Studies of Moldova

Absolvit în: 2001

Facultatea: International Economic Relationship Faculty

Specialitatea: Business Administration and Corporate Management

Cursuri, training-uri

Management training and working practice.

Absolvit în 2001

Organizator: Air Moldova Interational