



👤 47 ani  
♂ Masculin  
📍 Chișinău

## Preferințe

- Full-time

## Limbi

- **Română** · Mediu
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Franceză** · Elementar
- **Italiană** · Elementar

## Permis de conducere

Categoria: B  
Cu automobil personal

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

# Закупщик, аналитик

## Despre mine

\* уверенный пользователь ПК

## Experiența profesională

**Заместитель ген.директора** · GROUPAUTO SRL · Chișinău

*Martie 2019 - Prezent · 6 ani 10 luni*

- \* Coordination of activities of Groupauto Moldova' network as a part of Groupauto International Purchasing Union' network
- \* company's partners' network management
- \* company's customers' network management
- \* company's suppliers' management
- \* market potential's determination and calculation;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management

**директор по закупкам (CPO)** · GBS SRL · Chișinău

*Noiembrie 2015 - Februarie 2019 · 3 ani 4 luni*

- \* company's purchasing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* communication and partnership issues with Purchasing Union (Nexus);
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* managing staff of product management dept (13 persons) in their everyday activities, tasks assignment, outcomes monitoring.

**Parts manager for Volvo, Jaguar, Land Rover ·**  
**Svr Agency Automotive (www.svragency.it) · Chişinău**  
*Aprilie 2015 - Noiembrie 2015 · 8 luni*

- \* determination and pricing of the assortment (incl. stock and sales' analysis, order placing, invoices' handling, cooperation with logistics' dept etc);
- \* daily work with suppliers –availability, pricing, critical parts' requests, returns, claims and compensations, accounts' management;
- \* determination, analysis and clearance of slow-moving and non-moving stock;
- \* marketing campaigns' development and implementation;
- \* category management' maintenance

**Country Sales Manager · SVR Agency Automotive**  
**(www.svragency.it) · Chişinău**  
*Iulie 2014 - Aprilie 2015 · 10 luni*

- \* responsibility for sales of Agency' portfolio of brands in CIS countries and Baltic states;
- \* day-to-day support of current customers for orders, proformas, warranty claims, invoices etc.;
- \* end-of-year settlements with customers, elaboration of new-year conditions of collaboration;
- \* new pricelists' elaboration and maintenance;
- \* parts catalogues' support and maintenance;
- \* searching for new customers and establishing new collaborations (contracts, bonus agreements, pricelists etc.);
- \* participation in customers' local fairs;
- \* participation in international fairs (MIMS 2014 in Aug`2014 in Moscow, Russia; AutoMechanika 2014 in Sep`2014 in Frankfurt, Germany)

**Head of Purchasing and External Logistics**  
**Division (Marketing Department) · Auto Mall SRL ·**  
**Chişinău**

*Ianuarie 2014 - Iunie 2014 · 6 luni*

- \* profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- \* company's marketing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* marketing budget's planning and spending control;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);

- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* active involvement in Organizing Committee of Local Automotive Fair "Auto Mall Fair 2014"
- \* managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

### **Head of Marketing and Product Management Department · Auto Mall SRL · Chişinău**

*Octombrie 2010 - Decembrie 2013 · 3 ani 3 luni*

- \* profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- \* company's marketing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* marketing budget's planning and spending control;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

### **Head of Product Management Department · Valmi Automotive Moldova · Chişinău**

*Iunie 2008 - Octombrie 2010 · 2 ani 4 luni*

- \* profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- \* company's marketing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* marketing budget's planning and spending control;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

**Product manager** · Valmi Automotive Moldova · Chişinău

*Mai 2007 - Iunie 2008 · 1 an 2 luni*

- \* determination and pricing of the assortment (incl. stock and sales' analysis, order placing, invoices' handling, cooperation with logistics' dept etc);
- \* daily work with suppliers –availability, pricing, critical parts' requests, returns, claims and compensations, accounts' management;
- \* determination, analysis and clearance of slow-moving and non-moving stock;
- \* marketing campaigns' development and implementation;
- \* category management' maintenance

**Studii: Superioare**

**Молдавская Академия Экономических Знаний**

*Absolvit în: 2000*

Facultatea: Финансы и Страхование

Specialitatea: Экономист

**Cursuri, training-uri**

**'Middle Management' Course of miniMBA Program**

*Absolvit în 2018*

Organizator: Nexus Academy + EIPM (European Institute of Purchasing Management)

**'Induction Program' Course of miniMBA Program**

*Absolvit în 2017*

Organizator: Nexus Academy + EIPM (European Institute of Purchasing Management)