



♀ 32 ani
♂ Masculin
◎ Chișinău
✉ 30 000 MDL

Preferințe

- Full-time

Limbi

- **Română** · Nu cunosc
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Chineză** · Elementar

Permis de conducere

Categoria: C

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

Business Development Manager

Despre mine

I have proven success selling in a consultative/team environment to C-Level and end-user decision makers. My business savvy and huge experience allows me to succeed in all endeavors and business challenges. Besides the love of business development and e-commerce: I am a musician (pianist, singer), sportsmen (team sports), extreme lover (skydiver) and healthy oriented person.

- business negotiations, presentations and sales
- building trust relations between partners, customers and 3rd parties; contract signing.
- project management and business development
- research, analyses and strategic planning

Experiența profesională

Partner Account & Strategic Programs Manager (CIS&CA) · ORACLE corporation · Moscow

Ianuarie 2015 - Septembrie 2022 · 7 ani 9 luni

Was responsible for recruiting and developing Oracle channel partners' business practice to increase subscription revenues and market share. Successfully managed 2 federal projects for partner development with 12 employees under my authority. Built and maintained a trusted advisor relationship with 100+ partners within 12 countries. Organized and managed 150+ online and 100+ offline events annually.

Studii: Superioare

plekhanov russian university of economics

Absolvit în: 2016

Facultatea: International Business School

Specialitatea: Business Management and Corporate Finance