



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

# **Sales / Marketing / Management / IT specialist**

⌚ 31 ani  
♂ Masculin  
⌚ Chișinău

## **Preferințe**

- Full-time

## **Limbi**

- **Română** · Fluent
- **Rusă** · Comunicare
- **Engleză** · Fluent

## **Permis de conducere**

Categoria: B  
Cu automobil personal

### **Despre mine**

Skills:

1. Sales
2. Marketing
3. Content creation
4. Staff training
5. Business Management
6. Software diagnostics
7. Hardware diagnostics
8. Social media management
9. Market research
10. Campaign analysis
11. First-line IT support
12. Proficient in using AI tools
13. SOLOLEARN Certificate - Python (Beginner and intermediate)
14. SOLOLEARN Certificate - SQL (Beginner and intermediate)
15. C# - Courses

### **Experiența profesională**

**Underwriter / Part exchange manager** · Big Motoring World/Big Wants Your Car · Gillingham  
*Februarie 2021 - Prezent · 4 ani 10 luni*

Vehicle Underwriter / Part exchange manager - Gillingham, United Kingdom

Responsibilities:

1. Conducting stock purchasing activities to ensure an adequate supply of vehicles.
2. Accurately assessing and valuing vehicles, averaging 100 to 200 per day, using industry-standard methods.
3. Purchasing vehicles via online platforms, utilizing my keen eye for detail and market knowledge.
4. Utilizing Microsoft Office applications to effectively manage data and documents.

5. Leading negotiations with suppliers and other parties to ensure favourable outcomes.
6. Demonstrating strong communication skills in dealing with internal and external parties.
7. Working effectively under pressure, managing competing priorities, and meeting deadlines.
8. Conducting thorough cost analysis and cost breakdown tasks to inform decision-making.
9. Performing vehicle damage appraisals with a high level of accuracy, adhering to industry standards at all times.

Qualifications:

1. Proven experience in stock purchasing, vehicle valuing, and purchasing vehicles via online platforms.
2. Proficiency in Microsoft Office applications, particularly Excel and Word.
3. Excellent negotiation skills with a track record of successful outcomes.
4. Strong communication skills, both verbal and written, with the ability to effectively communicate with diverse stakeholders.
5. Ability to work under pressure and manage competing priorities.
6. Strong analytical skills, with the ability to perform cost analysis and cost breakdown tasks.
7. Attention to detail and accuracy in conducting vehicle damage appraisals.
8. Professional demeanor and ability to represent the company in a positive manner.

**Business Owner/Manager** · Kentcommunications LTD · London

*Februarie 2017 - Ianuarie 2021 · 4 ani*

Business Manager - The Phone Shop/Kentcommunications LTD - London, United Kingdom

Employment Period: [FEB 2017] - [JAN 2021]

1. Successfully managed and led a target-driven environment, overseeing day-to-day operations of The Phone Shop/Kentcommunications.
2. Implemented effective budgeting and cost control strategies, optimizing financial resources and minimizing waste.
3. Provided exceptional leadership by managing and mentoring staff, including training technicians to deliver high-quality services.
4. Fostered collaborative relationships with other businesses to enhance overall operations and drive business growth.
5. Developed and executed business marketing campaigns, leveraging marketing and social media promotion skills.
6. Utilized market research and customer insights to identify target audiences and optimize marketing strategies.
7. Created engaging marketing content, including social media posts, blog articles, and promotional materials.

8. Managed social media accounts, including content creation, scheduling, and community engagement.
9. Monitored and analyzed marketing campaign performance, making data-driven decisions to optimize results.
10. Provided first-line IT support, addressing hardware and software issues in-person and remotely.
11. Diagnosed and resolved IT-related problems, including troubleshooting network connectivity and resolving software conflicts.
12. Delivered exceptional customer service by assisting customers with IT-related inquiries and providing timely solutions.
13. Managed business accounts and ensured smooth financial operations, including cash and card transaction handling.
14. Collaborated closely with colleagues to achieve collective success and drive business growth.

## **Studii: Superioare**

### **Eftimie Murgu University - Romania**

*Absolvit în: 2016*

Facultatea: Economy

Specialitatea: Marketing

## **Cursuri, training-uri**

### **Regent College | University Of Bolton -London**

*Studiez la moment*

Organizator: Software Engineering - Remote/Online(Saturday and Sunday)