



👤 54 ani
♂ Masculin
📍 Chișinău

Preferințe

- Full-time

Limbi

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

Permis de conducere

Categoria: B

Datele de contact sunt contra cost. Detalii aici: <https://www.rabota.md/ro/prices/cv>

Management

Despre mine

- communicability, active position of life;
- focus on results;
- stress resistance;
- aspiration for development and professional growth.

Functional responsibilities :

- proceeding with clients database, search and engaging new customers;
 - conducting negotiations with new clients;
 - drafting of commercial proposals as well as conclusion of commercial contracts with suppliers;
 - sales plans formation;
 - fulfillment control of indicators planned on the occupied territory;
 - implementation of full cycle during trade visit;
 - control of debit amounts;
 - organization of merchandising actions in sales outlets and sales promotions;
 - result report of performed work;
 - direct negotiations with manufacturers / suppliers and interaction with them.
- Professional skills and knowledge:
- expert in search and attraction of new clients, including by means of "cold" calls;
 - knowledge of various sales methods;
 - experience in negotiations;
 - skilled user of PC;
 - driving license cat. B.

Experiența profesională

Regional manager · T.D.ECONOM Srl · Chișinău
Septembrie 1999 - Noiembrie 2017 · 18 ani 3 luni

Achievements :

- increased partnership network among direct Producers / Suppliers (China, Vietnam, Thailand, India, Sri Lanka, Indonesia, Spain, Greece, Germany, Poland);
- expanded the client database (retail / wholesale / street markets / Horeca) during employment in the company;
- significantly increased the sales volume of products distributed

by company;

- provided implementation of plans to increase SKU in outlets;

Functional obligations :

- control over compliance to suit concept of goods layout on shelves;

- placement of POS materials in sales outlets on the occupied territory and control over their special purpose use and conditions;

- conducting negotiations with administrators of supermarkets, sales reinforcing;

- preparation of daily and monthly reports about performed work.

Studii: Superioare incomplete

Кишиневский Политехнический Институт

Absolvit în: 1992

Facultatea: ПГС

Specialitatea: Промышленное и гражданское строительство