



👤 44 ani
 ♂ Masculin
 📍 Chișinău

Preferințe

- Full-time

Limbi

- **Română** · Elementar
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Spaniolă** · Elementar

Permis de conducere

Categoria: A, B, C
 Cu automobil personal

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

Business Development Manager /Project manager

Despre mine

- *Proficient in Scrum & MS Office
- *Project Scheduling
- *Strategic Planning & Analysis
- *Exceptional Verbal and Written Communication Skills
- *Business Development
- *Vendor Management
- *Negotiation Skills

Dedicated and proactive individual with more than 3 years of skilled experience in Business development, export, commercial enterprise growth, and managing markets versed in building strategic partnerships via persuasion, negotiation, and developing groups. A professional with experience in the Sales management processes, management, and development of new business opportunities.

A hard-working, knowledgeable, and target-oriented Country Sales Manager with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies for increased sales. Proficient in customer support and efficient problem-solving. Centered on meeting client expectations while retaining quality standards to ensure timely deliveries.

Excel at coordinating tasks of numerous internal divisions and external agencies to ensure rapid, accurate delivery of equipment, materials, and resources. Advanced expertise in reviewing invoices and shipping manifests to ensure full compliance with local customs and international regulations.

Core Competencies include:

- Recruit and build a cohesive sales team.
- Facilitates strategy development
- Encouraged innovation.
- Potential access to a wide variety of markets.
- Contributing significantly to the perceived customer benefits of the end products.
- Leads all aspects of distributor channel management including establishing business plans.
- Responsibility and duty to report to the board of directors about the vital information on the company's overall performance
- Match compensation and incentives for your strategy.

Managing large companies. Ability to work in a fast-paced environment to assign, prepare, monitor, and communicate key project milestones: urgency is no problem;

Coordination of large, high-volume multilingual projects. I will assign and manage multiple linguists. One particular client project involved 18 linguists who worked harmoniously together, using the same TM, to deliver consistent, accurate content;

Constant liaising and communication to ensure everything is on time and under budget;

Regular checks to meet quality and accuracy targets.

Experiența profesională

Project Manager · PoliLingua · Chișinău

Septembrie 2020 - Prezent · 4 ani 10 luni

My role is really important to the overall operations of any company. Successful projects are equally attributed to the on-site and off-site team. Working away from the site and tackling all the roles and responsibilities surrounding the project management team is essential in the overall efficiency and productivity of the on-site team. I pave the way for effective day-to-day tasks as they plan and schedule ahead of the actual work done. Project management tasks usually deal with resource allocation, workforce scheduling, and dealing with project dependencies.

Business Development Manager · Travod international · Chișinău

Februarie 2018 - Aprilie 2020 · 2 ani 3 luni

Sales and managing projects. All work is on a C2 level of English. Serving more than 6,000 global brands worldwide, TRAVOD provides a range of customized, affordable translation and localization services to suit your multilingual needs, across multiple industries, content types, and platforms.

We made it our mission to deliver your stories globally on time, in any language.

Deckhand/Chief Mate · Ingram Marine Group · Nashville

Septembrie 2000 - Octombrie 2015 · 15 ani 1 lună

Headquarters

615.298.8200

4400 Harding Pike

Nashville, TN 37205

Deckhand:

*Greasing and cleaning machinery.

*Moving heavy objects around.

*Using various ropes, knots, radio, and navigational equipment.

*Assisting during emergencies and effectively using safety

equipment.

*Performing general maintenance duties like painting, sweeping, and mopping.

*Preparing cabins for crew.

*Cooking meals

Chief Mate:

The chief mate's primary responsibilities are the vessel's cargo operations, its stability, and supervising the deck crew. The mate is responsible for the safety and security of the ship, as well as the welfare of the crew on board.

Studii: Superioare

Los Angeles Leadership Academy/ETA International

Absolvit în: 2014

Facultatea: Management/ Customer Service Specialist

Specialitatea: Manager

Central Coast Adult School

Absolvit în: 2012

Facultatea: GED

Specialitatea: High School Equivalent

UC Berkeley Extension/Remote/Online

Studiez la moment

Facultatea: Behavioral Health Sciences

Specialitatea: Behavior Health Counselor

Cursuri, training-uri

Conflict & Stress Management

Absolvit în 2018

Organizator: ARGO Consulting

Professional Work with Objections

Absolvit în 2019

Organizator: Evenda International Business Training