



24 ani

od Masculin

O Chişinău

Preferinte

Full-time

Limbi

Română · Elementar

• Rusă · Fluent

• Engleză · Fluent

Permis de conducere

Categoria: B



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

VIP Manager / Project Manager / Team Leader Sales Department

Despre mine

My name is Maksym. I am 21. Originally I came from Kiev, Ukraine. For now I am in Chisinau and in a process of job seeking.

I do enjoy facing different challenges during the work process, so to nd solutions and improving the situation to the best. My personal point of view , that professional service , understanding the client's cases fully and pushing 200 % from each point is a key to successful sales department. I like sport, especially football and racing

show initiative create solutions to problems perform multiple tasks at the same time implement marketing strategies assume responsibility build business relationships

Experienta profesională

VIP manager / Head of Sales Department · Cloud Marketing · Kiev

Aprilie 2022 - Iulie 2023 · 1 an 3 luni

- -Helped to achieve a 75% increase in sales revenue over the course of 6 month period.
- -Established sales goals by forecasting annual sales quotas for existing and new products.
- -Effectively monitored competition and appropriately adjusted costs based on supply and demand.
- -Managed sales employees and counseled employees based on their professional growth and productivity.
- -Developed and implemented sales plans to expand customer base and increase customer retention.
- -Presented sales, revenue, and expenses reports to management
- -Researched competition and developed strategies to stand out as a company against competitors.
- -Monitored the performance of sales team members and worked

to increase team morale and motivation.

- -Used to work in our own software that our company have established for our needs.
- -Cloud Marketing is specializing in the sphere of game producing. This company

create and support international projects at various levels: design, analytics, promotion, support.

Sales account manager/ Senior Account Manger / Project Manager · New Trex

Iulie 2021 - Aprilie 2022 · 10 Iuni

- -Helped to achieve a 20% increase in sales revenue over the course of 2 month period.
- -Established sales goals by forecasting annual sales quotas for existing and new products.
- -Effectively monitored competition and appropriately adjusted costs based on supply and demand.
- -Presented sales, revenue, and expenses reports to management teams.
- -Used to work in our own software that our company have established for our needs.
- -NewTrex is specializing in the sphere of game producing. This company

create and support international projects at various levels: design, analytics, promotion, support.

Senior Manager / Team Leader Fino

Ianuarie 2021 - Iulie 2021 · 6 Iuni

- -Working with Hot Leads
- -Reaching the targets for the sales on monthly basic.
- -Improving the capacity of the team and it's eciency.
- -Monitored clients accounts, analyzed incomings and outcomings, and performed daily, weekly and monthly forecasts
- -Strategized with team to establish the plan to win market share from competitors
- -Experience in working with 1C, CRM
- Company was operating in the sphere of Financial Market

Sales Manager · Nava

Septembrie 2020 - Decembrie 2020 · 3 luni

- -Consulting and realization of company's product
- -Working with cold and hot leads
- -Establishing strategies to improve the amount of the sales for the department -Successfully achieved monthly targets
- -Skills in working with the CRM

Sales Manager · Mir Oil

Iunie 2020 - August 2020 · 3 Iuni

- On a daily basic attending and controlling the outlets on a requested territory according to the plan Presentation and promotion of the product
- Maintenance of the sale and revealing of the demand for the product
- Supervised the delivery of the product
- Coordinated new deliveries in a required area
- Successfully expanded of the area where the product being sold -Experience in using different versions of 1C
- MirOil -> Ocial distributor of Motor Oils

Studii: Superioare incomplete

KNUTE

Absolvit în: 2022

Facultatea: Internațional Relations

Specialitatea: Internațional Bussiness and Trade

Cursuri, training-uri

FCE

Absolvit în 2020

Organizator: Cambridge English