



39 ani  
 Masculin  
 Chișinău  
 35 000 MDL

## Preferințe

- Full-time

## Limbi

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

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

# Mid manager

## Despre mine

Problem-solving  
 Adaptability  
 Communication skills  
 Leadership  
 Hobbies: Reading, listening to music, sports, video games  
 Cold Calling  
 MS Office  
 1C

## Experiența profesională

### **Buying Manager** · Grafit Holding · Chișinău

*Iunie 2019 - Iunie 2023 · 4 ani 1 lună*

Lead a team of 7 representatives, overseeing vendor relationships, evaluating supplier performance, and implementing strategies to optimize the procurement process, contributing to cost savings and efficiency improvements.

Responsible for fostering, inspiring and motivating team members in order to achieve collective target set for my team.

Responsible for developing and implementing buying policies, leverage market insights, conduct risk assessments, and decide on offers up to a certain level.

Drafting KPI plan for my team, setting realistic targets to achieve, based on their previous results and overall success with their vendors.

### **Pricing Manager** · Grafit Holding · Chișinău

*Februarie 2016 - Februarie 2019 · 3 ani 1 lună*

Strategically analyze market trends, competitor pricing, and customer behavior to develop and implement effective pricing strategies, maximizing profitability and market share.

Lead pricing optimization initiatives, collaborating cross-functionally to establish and refine pricing models, ensuring alignment with business goals, and conducting regular assessments to adapt to changing market dynamics.

Responsible for monitoring and analyzing the performance of pricing strategies, I provide actionable insights to executive leadership, supporting informed decision-making and maintaining a competitive edge in the marketplace. Lead a

dynamic team of 6.

### **E-commerce Manager** · Grafit Holding · Chişinău

*Ianuarie 2014 - Februarie 2016 · 2 ani 2 luni*

Orchestrated the development and execution of online sales strategies, driving revenue growth through digital marketing campaigns and user experience optimization.

Oversaw the end-to-end management of the e-commerce platform, ensuring seamless functionality, and implementing enhancements to improve conversion rates and customer satisfaction.

Responsible for analyzing data and performance metrics, I make data-driven decisions to enhance product visibility, implement pricing strategies, and maximize sales opportunities in the online marketplace, such as amazon, ebay.

Lead a dynamic team of 4, coordinating efforts in areas such as product merchandising, customer support, and order fulfillment, fostering a collaborative environment to achieve business objectives and surpass key performance indicators.

### **Buying Representative** · Grafit Holding · Chişinău

*Decembrie 2012 - Ianuarie 2014 · 1 an 2 luni*

Analyzed market trends, negotiated with suppliers, and secured cost-effective deals for the procurement of goods and services.

Evaluated vendor performance, ensuring adherence to quality standards, and identifying opportunities for cost savings.

Collaborated with cross-functional teams to develop and implement effective procurement strategies, optimizing the supply chain and minimizing risks.

Responsible for maintaining accurate records, managing purchase orders, and fostering positive relationships with suppliers to enhance overall procurement efficiency.

### **Ticketing Agent** · ITN · Chişinău

*Iunie 2010 - Decembrie 2012 · 2 ani 6 luni*

Handled ticketing operations, including booking, cancellations, and modifications.

Ensured accurate information dissemination, resolved customer queries, and maintained customer satisfaction.

Proficient in using ticketing software Apollo, Sabre

Cold calling bank, fraud check

## **Studii: Superioare**

### **USM**

*Absolvit în: 2010*

Facultatea: Law Faculty

