



♂ Male
 📍 Chişinău

in

TOP Skills

- **Project Management** · 4 years
- **Sales Performance** · 2 years
- **Management** · 2 years
- **Creative Problem Solving** · 2 years
- **Conflict Resolution** · 2 years
- **Sales Management** · 2 years

Preferences

- Full-time
- Flexible
- In-house
- Hybrid
- Remote

Languages

- **Romanian** · Native
- **Russian** · Native
- **English** · Fluent
- **German** · Communication

Driving licence

Category: B
 With personal auto

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

Project Manager

About me

My approach is fueled by creativity, strategic thinking, and a drive to help businesses grow. Whether closing deals or building relationships, I bring energy, adaptability, and a commitment to results. Always ready to tackle new challenges and deliver exceptional value.

Work experience

GENERAL MANAGER OF SALES · NDA · Chişinău

March 2022 - March 2024 · 2 years 1 month

My main responsibilities were: to build a structure of sales; review sales performance; elaborate master plans for achieving sales targets; motivate employees; build a motivation system; collaborate with the lead generation team; and customer retention

I have created and led 9 sales teams from scratch, increasing the company size from 17 to over 100 employees in total, playing a major role in improving the gross income of the company to x5 in less than 2 years

Educating over 200 personnel in a matter of over-the- phone (including cold calling) and face-to-face sales.

Skills: Management, Creative Problem Solving, Sales Performance, Organizational Leadership, Sales Management, Project Management, Business Strategy, Business Development

TEAM LEADER/SALES COACH AND MENTOR · NDA

· Chişinău

October 2021 - March 2022 · 5 months

Leading a team of sales representatives; measuring their performance; constantly reaching targets; and building a solid core for the future of the company

Skills: Business Development Support, Team Management, Sales Performance, Coaching, Team Leadership, Team Motivation, Conflict Resolution, Project Management, Management

Sales Representative · NDA · Chişinău

January 2021 - October 2021 · 9 months

In this role, I successfully built and maintained strong client

relationships while driving revenue growth. By understanding customer needs and staying ahead of market trends, I consistently exceeded sales targets. I utilized a consultative approach to provide tailored solutions that delivered value to clients. My responsibilities included negotiation, lead generation, and account management, where I identified opportunities and closed deals. Through strategic planning and effective communication, I helped businesses achieve success in a competitive marketplace.

Skills: Account Management, Sales, Interpersonal Communication, Negotiation

Sales Specialist · Kaufland · Chişinău

October 2020 - November 2020 · 2 months

It supposed to be a 1 year long internship, in order to develop enough knowledge and skills to take over the position of an assistant of a store director or even his place. Unfortunately, the role didn't meet my standards, as I felt that at that particular age I should have a little bit more variety in the usage and development of my abilities, and lack of dynamics in the workflow that went along with a slumbering routine made me deny the continuation of my internship and a find a more dynamic place for my career development.

Skills: Merchandising, Store Management, Corporate Social Responsibility, Merchandise Planning

Assistant Director and Producer · ANTHILL · Chişinău

June 2020 - September 2020 · 4 months

Assisting in pre-production, production and post-production of TV and online series "Oameni Gospodari". Also assisted the director in directing, casting, script editing and writing.

Skills: Creative Problem Solving, Film Production, Project Management, Strategic Planning, Media Production

Program Coordinator · Youth Enrichment Society BGE · Budapest, Hungary

May 2018 - January 2020 · 1 year 9 months

Building a bridge between the international and the local community within the university campus. Assisting in projects made for students and also by students.

Skills: Student Engagement, Conflict Resolution, Student Leadership, Project Management, Project Planning

Desired industries

- Management
- Marketing / Advertising / PR
- Sales / Retail

Education: Higher

Budapest Business School

Graduated in: 2020

Faculty: Faculty of International Management and Business

Speciality: International Economics and Business