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👤 33 years

♂ Male

📍 Chişinău

💰 20 000 MDL

in

TOP Skills

- **Communication Skills** · 5 years
- **Problem-Solving** · 5 years
- **Adaptability** · 3 years
- **Link Building Strategy** · 2 years
- **Analytical Skills** · 2 years
- **SEO Tools Proficiency** · 2 years

Preferences

- Full-time

Languages

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

Skills

- Self-reliance in task management
- Perseverance and results-driven
- Integrity and professional ethics
- Attention to details
- Strong desire for continuous

Sales Manager / Account Manager / Key Account Manager / Dispatcher (English, Romanian)

About me

I am a dedicated and detail-oriented professional with a strong focus on quality and results. With a passion for continuous learning and improvement, I enjoy collaborating with others and delivering work that exceeds expectations. I value clear communication, reliability, and creativity in everything I do.

Work experience

Team Leader Manager · United Team S.R.L. · Chişinău

July 2024 - May 2025 · 11 months

Supervising and coordinating the activities of Team Leaders to ensure team performance.

Setting strategic objectives and monitoring their achievement at the team level.

Conducting coaching and mentoring sessions for Team Leaders. Analyzing performance reports and identifying process improvement solutions.

Collaborating directly with upper management to implement organizational strategies.

Skills: Innovation and Continuous Improvement, Collaboration and Teamwork, Problem-Solving, Decision-Making, Team Development, Emotional Intelligence, Communication Skills, Strategic Thinking, Leadership

Team Leader · United Team S.R.L. · Chişinău

May 2023 - July 2024 · 1 year 3 months

Leading and motivating the sales team to meet performance goals.

Supervising and evaluating team activity to ensure quality standards.

Organizing training and support sessions for team member development.

- professional development
- Open-minded and solution-oriented attitude
- Adapting to procedural or environmental changes
- Quick learner
- Working well under stress and pressure
- Meeting deadlines
- Efficient task prioritization
- Logical and objective judgment
- Ability to find creative solutions under pressure
- Quick situation analysis and decision-making
- Initiative in joint projects
- Supporting colleagues and sharing knowledge
- Effective collaboration in diverse teams
- Diplomacy and empathy in professional relationships
- Active listening and understanding others' needs
- Excellent verbal and written communication

Driving licence

Category: B

With personal auto

Communicating effectively with upper management to report results and propose process improvements

Skills: Performance Management, Leadership and Motivation, Teamwork and Collaboration, Decision-Making, Problem-Solving, Emotional Intelligence, Communication Skills

Call Center Sales Agent · United Team S.R.L. · Chişinău

June 2021 - May 2023 · 1 year 11 months

Contacting customers by phone to promote and sell products/services.

Identifying customer needs and preferences to offer personalized solutions.

Maintaining an updated database of contacted clients.

Achieving sales goals and continuously improving performance.

Skills: Goal Orientation, CRM and Tech Proficiency, Adaptability, Problem-Solving, Product Knowledge, Customer Focus, Sales Skills, Communication Skills

Sales Agent · First Line S.R.L. · Chişinău

March 2021 - June 2021 · 4 months

Promoting and selling company products/services to clients.

Identifying customer needs and offering tailored solutions.

Maintaining relationships with existing clients and acquiring new ones.

Meeting sales targets set by the company.

Skills: Team Collaboration, Presentation Skills, Market and Industry Knowledge, Relationship Building, Negotiation Skills, Consultative Selling, Business Communication Skills, Strategic Prospecting

Installation Assistant for Refrigeration Systems · MGM S.R.L. · Chişinău

August 2020 - March 2021 · 7 months

Assisting technical teams in installing and assembling large refrigeration systems in stores like Linella, Kaufland, and other commercial spaces.

Preparing necessary equipment and materials for installations.

Supporting the assembly and mounting of refrigeration system components.

Following safety regulations and collaborating efficiently with the technical team.

Skills: Tool Handling, Adaptability, Safety Awareness, Teamwork, Attention to Detail, Mechanical Skills, Technical Aptitude

Tour Guide · Panda Tur · Chişinău

June 2019 - March 2020 · 9 months

Providing transfers for tourists to locations included in travel packages.
Accompanying tourists on excursions and offering destination insights.
Managing logistics and ensuring tourist comfort throughout trips.
Effective communication and resolving tourist requests during transfers and excursions.

Skills: Attention to Detail, Adaptability, Organizational Skills, Problem-Solving, Storytelling, Customer Service, Public Speaking, Communication Skills

Freelancer - Video & Audio Engineer / Video & Sound Editor · Freelancer · Chişinău

November 2018 - April 2019 · 6 months

Cleaning and processing audio and video tracks for various media projects.
Adding and synchronizing dubbed audio over original tracks.
Creating and finalizing movies and TV series dubbed in Russian.
Using professional software for editing and mixing sound and video (e.g., Adobe Audition, Premiere Pro, Pro Tools).

Skills: Remote Collaboration Tools, File & Format Knowledge, Creative Storytelling, Sound Design, Post-Production Workflow, Audio Editing, Video Editing

Hotel Guide · IHS Calypso Tour · Antalya

May 2018 - November 2018 · 7 months

Presenting and selling available excursions and regional attractions.
Handling tourist requests and resolving potential issues.
Ensuring a pleasant and personalized customer experience.

Skills: Sales and Promotion, Tour Planning & Coordination, Public Speaking, Communication Skills, Local Knowledge, Guest Service Orientation

Transfer Guide / Transfer Assistant · IHS Calypso Tour · Antalya

May 2017 - November 2017 · 7 months

Organizing and coordinating tourist transfers between airports and hotels.
Providing information about tourist destinations and local attractions.
Personalized assistance to tourists upon arrival and departure, including baggage handling.

Skills: Attention to Detail, Problem-Solving, Organizational Skills, Time Management, Multilingual Abilities, Customer Service Orientation, Communication Skills

SEO Specialist (Search Engine Optimization) ·

Crork.com · Chişinău

April 2014 - August 2016 · 2 years 5 months

Search engine optimization for various online projects.

Monitoring and improving website performance in search engines.

Creating and implementing technical and content-based SEO strategies.

Promoting online projects on social media platforms such as Facebook, X.com (formerly Twitter), and others.

Skills: Link Building Strategy, Analytical Skills, SEO Tools Proficiency, Technical SEO, On-Page SEO, Keyword Research, SEO Copywriting

Desired industries

- Logistics / Transport
- Sales / Retail
- Management

Education: Incomplete higher

Moldova State University

Graduated in: 2014

Faculty: Faculty of Law

Speciality: Faculty of Law

Nicolae Testemiţanu University of Medicine and Pharmacy

Graduated in: 2013

Faculty: General Medicine Faculty

Speciality: General Medicine Faculty