



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

# Management

## Despre mine

- communicability, active position of life;
- focus on results;
- stress resistance;
- aspiration for development and professional growth.

Functional responsibilities :

- proceeding with clients database, search and engaging new customers;
- conducting negotiations with new clients;
- drafting of commercial proposals as well as conclusion of commercial contracts with suppliers;
- sales plans formation;
- fulfillment control of indicators planned on the occupied territory;
- implementation of full cycle during trade visit;
- control of debit amounts;
- organization of merchandising actions in sales outlets and sales promotions;
- result report of performed work;
- direct negotiations with manufacturers / suppliers and interaction with them.

Professional skills and knowledge:

- expert in search and attraction of new clients, including by means of "cold" calls;
- knowledge of various sales methods;
- experience in negotiations;
- skilled user of PC;
- driving license cat. B.

## Experiența profesională

### Regional manager · T.D.ECONOM Srl · Chișinău

Septembrie 1999 - Noiembrie 2017 · 18 ani 3 luni

Achievements :

- increased partnership network among direct Producers / Suppliers (China, Vietnam, Thailand, India, Sri Lanka, Indonesia, Spain, Greece, Germany, Poland);
- expanded the client database (retail / wholesale / street markets / Horeca) during employment in the company;
- significantly increased the sales volume of products distributed

⌚ 55 ani  
♂ Masculin  
◎ Chișinău

## Preferințe

- Full-time

## Limbi

- **Română** · Nu cunosc
- **Rusă** · Fluent
- **Engleză** · Fluent

## Permis de conducere

Categoria: B

by company;

- provided implementation of plans to increase SKU in outlets;

Functional obligations :

- control over compliance to suit concept of goods layout on shelves;
- placement of POS materials in sales outlets on the occupied territory and control over their special purpose use and conditions;
- conducting negotiations with administrators of supermarkets, sales reinforcing;
- preparation of daily and monthly reports about performed work.

## **Studii: Superioare incomplete**

**Кишиневский Политехнический Институт**

*Absolvit în: 1992*

Facultatea: ПГС

Specialitatea: Промышленное и гражданское строительство