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Закупщик, аналитик

Despre mine

* увереный пользователь ПК

Experiența profesională

Заместитель ген.директора · GROUPAUTO SRL · Chișinău

Martie 2019 - Prezent · 6 ani 11 luni

* Coordination of activities of Groupauto Moldova' network as a part of Groupauto International Purchasing Union' network
 * company's partners' network management
 * company's customers' network management
 * company's suppliers' management
 * market potential's determination and calculation;
 * company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
 * timeous company's operations' reporting to the executive management

♀ 47 ani

♂ Masculin

◎ Chișinău

Preferințe

- Full-time

Limbi

- **Română** · Mediu
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Franceză** · Elementar
- **Italiană** · Elementar

Permis de conducere

Categoria: B

Cu automobil personal

директор по закупкам (СРО) · GBS SRL · Chișinău

Noiembrie 2015 - Februarie 2019 · 3 ani 4 luni

* company's purchasing policy development and implementation;
 * market development trends' analysis;
 * market potential's determination and calculation;
 * daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
 * communication and partnership issues with Purchasing Union (Nexus);
 * company's assortment's determination and pricing;
 * company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
 * timeous company's operations' reporting to the executive management;
 * category management strategies' implementation;
 * managing staff of product management dept (13 persons) in their everyday activities, tasks assignment, outcomes monitoring.

Parts manager for Volvo, Jaguar, Land Rover ·
Svr Agency Automotive (www.svragency.it) · Chișinău
Aprilie 2015 - Noiembrie 2015 · 8 luni

- * determination and pricing of the assortment (incl. stock and sales' analysis, order placing, invoices' handling, cooperation with logistics' dept etc);
- * daily work with suppliers –availability, pricing, critical parts' requests, returns, claims and compensations, accounts' management;
- * determination, analysis and clearance of slow-moving and non-moving stock;
- * marketing campaigns' development and implementation;
- * category management' maintenance

Country Sales Manager · SVR Agency Automotive
(www.svragency.it) · Chișinău
Iulie 2014 - Aprilie 2015 · 10 luni

- * responsibility for sales of Agency' portfolio of brands in CIS countries and Baltic states;
- * day-to-day support of current customers for orders, proformas, warranty claims, invoices etc.;
- * end-of-year settlements with customers, elaboration of new-year conditions of collaboration;
- * new pricelists' elaboration and maintenance;
- * parts catalogues' support and maintenance;
- * searching for new customers and establishing new collaborations (contracts, bonus agreements, pricelists etc.);
- * participation in customers' local fairs;
- * participation in international fairs (MIMS 2014 in Aug`2014 in Moscow, Russia; AutoMechanika 2014 in Sep`2014 in Frankfurt, Germany)

**Head of Purchasing and External Logistics
Division (Marketing Department) · Auto Mall SRL ·**
Chișinău
Ianuarie 2014 - Iunie 2014 · 6 luni

- * profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- * company's marketing policy development and implementation;
- * market development trends' analysis;
- * market potential's determination and calculation;
- * marketing budget's planning and spending control;
- * daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- * company's assortment's determination and pricing;
- * company's indexes forecasting (sales, margins, stock, turnover ratios etc.);

- * timeous company's operations' reporting to the executive management;
- * category management strategies' implementation;
- * active involvement in Organizing Committee of Local Automotive Fair "Auto Mall Fair 2014"
- * managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

Head of Marketing and Product Management Department · Auto Mall SRL · Chișinău

Octombrie 2010 - Decembrie 2013 · 3 ani 3 luni

- * profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- * company's marketing policy development and implementation;
- * market development trends' analysis;
- * market potential's determination and calculation;
- * marketing budget's planning and spending control;
- * daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- * company's assortment's determination and pricing;
- * company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- * timeous company's operations' reporting to the executive management;
- * category management strategies' implementation;
- * managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

Head of Product Management Department ·

Valmi Automotive Moldova · Chișinău

Iunie 2008 - Octombrie 2010 · 2 ani 4 luni

- * profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- * company's marketing policy development and implementation;
- * market development trends' analysis;
- * market potential's determination and calculation;
- * marketing budget's planning and spending control;
- * daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- * company's assortment's determination and pricing;
- * company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- * timeous company's operations' reporting to the executive management;
- * category management strategies' implementation;
- * managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

Product manager · Valmi Automotive Moldova ·

Chișinău

Mai 2007 - Iunie 2008 · 1 an 2 luni

- * determination and pricing of the assortment (incl. stock and sales' analysis, order placing, invoices' handling, cooperation with logistics' dept etc);
- * daily work with suppliers –availability, pricing, critical parts' requests, returns, claims and compensations, accounts' management;
- * determination, analysis and clearance of slow-moving and non-moving stock;
- * marketing campaigns' development and implementation;
- * category management' maintenance

Studii: Superioare

Молдавская Академия Экономических Знаний

Absolvit în: 2000

Facultatea: Финансы и Страхование

Specialitatea: Экономист

Cursuri, training-uri

'Middle Management' Course of miniMBA Program

Absolvit în 2018

Organizator: Nexus Academy + EIPM (European Institute of Purchasing Management)

'Induction Program' Course of miniMBA Program

Absolvit în 2017

Organizator: Nexus Academy + EIPM (European Institute of Purchasing Management)