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Закупщик, аналитик

About me

* уверенный пользователь ПК

Work experience

Заместитель ген.директора · GROUPAUTO SRL · Chişinău

March 2019 - Present · 6 years 7 months

- * 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

директор по закупкам (CPO) · GBS SRL · Chişinău

November 2015 - February 2019 · 3 years 4 months

- * 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.

👤 47 years

♂ Male

📍 Chişinău

Preferences

- Full-time

Languages

- **Romanian** · Medium
- **Russian** · Fluent
- **English** · Fluent
- **French** · Elementary
- **Italian** · Elementary

Driving licence

Category: B

With personal auto

Parts manager for Volvo, Jaguar, Land Rover ·
Svr Agency Automotive (www.svragency.it) · Chişinău
April 2015 - November 2015 · 8 months

- * 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) · Chişinău
July 2014 - April 2015 · 10 months

- * 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 ·
Chişinău

January 2014 - June 2014 · 6 months

- * 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 · Chişinău

October 2010 - December 2013 · 3 years 3 months

- * 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 · Chişinău

June 2008 - October 2010 · 2 years 4 months

- * 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 · Chişinău

May 2007 - June 2008 · 1 year 2 months

- * 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

Education: Higher

Молдавская Академия Экономических Знаний

Graduated in: 2000

Faculty: Финансы и Страхование

Speciality: Экономист

Courses, trainings

'Middle Management' Course of miniMBA Program

Graduated in 2018

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

'Induction Program' Course of miniMBA Program

Graduated in 2017

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