



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

👤 43 years

♀ Female

📍 Chişinău

## TOP Skills

- **Financial Accounting & Analysis** · 16 years
- **Retail Business Management** · 16 years
- **Sales Management** · 16 years
- **Negotiations & Communications** · 16 years
- **Working with financial regulations** · 2 years
- **Working with premium clients (5\* hotels and VIPs)** · 2 years

## Languages

- **Romanian** · Don't know
- **Russian** · Native
- **Ukrainian** · Native
- **English** · Communication

## Skills

- I am actively studying Romanian

# Financial Specialist, Cashier Operator, Sales Manager

## About me

Financial specialist with 16 years of experience in retail and currency exchange operations.

Key Competencies:

Ability to listen and analyze: client needs, team dynamics, and financial performance

Full business cycle management: from strategy to operational execution

Profitability optimization without compromising service quality

Strict compliance with regulations while maintaining flexibility

Committed to Professional Growth:

Actively improving Romanian language skills for work

Quick adaptation to new environments and tasks

Fast learner of industry-specific nuances

Always open to constructive dialogue

## Work experience

**Currency Exchange Cashier Operator** · Softdiling Ltd. · Sunny Beach, Bulgaria

*August 2022 - October 2024 · 2 years 2 months*

Main responsibilities:

- Conducting currency exchange transactions (cash/non-cash) in compliance with BNB and AML/KYC standards
- Maintaining cash discipline and financial reporting
- Demand analysis and setting competitive exchange rates
- Working with bank terminals and 1C
- Personalized customer service level 5\*

Key achievements:

Results of work with clients:

- Perfect reputation: 0 complaints in 3 seasons of work, thanks to absolute transparency of all operations.
- High loyalty: 70% of transactions, despite high commissions, tough repeated competition and a large number of exchange offices in the resort area.

Management recognition:

- Promotion to a position in premium hotels as a VIP service specialist.
- Receiving multiple bonuses for consistently exceeding planned targets by 30-40%.

**Skills:** Working with financial regulations, Working with premium clients (5\* hotels and VIPs), Fluent business communication in English, Responsible work with large sums of money

## **Founder and Project Manager** · Children's Goods Store "Dytiachyi Svit" · Ukraine

*January 2006 - March 2022 · 16 years 2 months*

**Achievements:**

Successfully launched and managed a children's retail store from scratch:

- Developed business concept
- Implemented full operational cycle (inventory, logistics, sales, marketing)

Oversaw all business processes:

- Product assortment planning
- Supplier relations management
- Sales monitoring and staff training

**Key Results:**

- ✓ Implemented proprietary accounting system → reduced errors by 90% vs. launch period
- ✓ Optimized product mix and loyalty programs → increased average ticket size by 1.5x
- ✓ Developed personalized service system → achieved 70% customer retention rate

**Skills:** Financial Accounting & Analysis, Retail Business Management, Sales Management, Negotiations & Communications

## **Desired industries**

- Banking / Financial / Economic
- Management
- Sales / Retail

## **Education: Higher**

**European University of Finance, Information Systems, Management and Business (Kyiv, Ukraine)**

*Graduated in: 2004*

Faculty: Finance

Speciality: Finance Specialist (with Distinction)