



- 👤 35 ani
- ♀ Feminin
- 📍 Chișinău

Preferințe

- Full-time

Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Franceză** · Fluent
- **Bulgară** · Comunicare

Permis de conducere

Categoria: B
Cu automobil personal

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

Team leader, Manager, director, head staff

Despre mine

Hobby : Attend shows and competitions of Drift, Drag, Street racing,

Building bmw tuning projects : in progress E30 M3 replica, E36 pro atm.

Car detailing vinnyl wrapping. Outdoor activities

Experiența profesională

Director · Alliance Motor Group SRL

Februarie 2020 - Februarie 2024 · 4 ani 1 lună

- Working with potential and current clients
- Control and responsibility for the good performance of the activity and the observance of the procedures within the Car Service
- responsibility for own stock of spare parts
- Control and responsibility for the entire inventory of the Service Department (equipment, tools, washing machines, service cars, logistics, offices, etc.)
- Compliance with disciplinary rules, internal order and labor protection rules. Take effective measures for labor protection and supervision and compliance with safety rules for subordinate personnel
- Assurance and compliance with the policy practiced by the company in the field of quality
- Planning the company's budget and accounting records.

Sales team leader · Watches world ltd

Ianuarie 2023 - August 2023 · 8 luni

Leader of the Sales Team

responsible for fostering the sales team, coordinating sales activities, and putting in place sales strategies that enable the company to continuously achieve and exceed its sales targets.

-perform sales, through company' s channels and outbound networks.

- stock management

-follow up on orders, payments, deliveries, in cooperation with logistic department.

-sourcing of products and building longterm relationship with suppliers and dealers all over the world.

Senior Buyer representative · Impro group

ianuarie 2017 - Decembrie 2022 · 5 ani 11 luni

Buyer representative EU Market (France, Bulgaria and other.)
French speaking and bulgarian

Responsibilities:

- searching and identifying potential vendors
- provide itemized quoting and negotiate prices of goods
- generate purchase orders and arrange freight details
- follow up on existing orders
- keep business correspondence with potential and existing vendors
- daily outbound calls

Qualifications & Skills:

- College/University degree
- Fluent written and spoken English
- Computer literacy (Browser, Email, Skype, basic knowledge of Apache OpenOffice suite)
- Strong negotiation skills

Lead Generator · Impro Group

Iulie 2016 - Ianuarie 2017 · 7 luni

EU MARKET - French speaker, and English

As a Lead Generation Representative, my tasks were to call prospects and educate them on our services . A key role in buing and sales process as we proactively called, managed, and distributed outbound, inbound, and any other source of buying leads.

Responsibilities & Attributes for Success:

- Nurture leads and profile customers for possible buying/sales opportunities
- Timely and accurately pre-qualify and route all uncovered opportunities
- Engaged in business-level conversations
- Develop opportunities from e-mail campaigns
- Place outbound calls to lists following direct mail campaigns and on specific data points
- Understand and communicate effective value propositions to prospective customers
- Serve as product and service advocate for the client; build interest and awareness of client's value proposition; respond to product-related questions, as needed
- Assist in placement of leads with client and follow up
- Log and manage all relevant activities, calls, and leads in assigned database tool

- Achieve established daily call objectives

affiliate manager · JocSolutions

ianuarie 2016 - Iulie 2016 · 6 luni

Build and maintain customer relationships in order to understand their needs and business priorities.

Provide excellent customer service to maintain existing affiliates and acquire new affiliates.

Manage business negotiations with customers.

Handle business deal tracking, monitoring, closing, and other related activities as needed.

Coordinate with various teams to address affiliate needs in accurate and timely manner.

Implement affiliate marketing activity including email campaigns, newsletters, blog, etc to increase revenue targets.

Recommend process improvements to increase revenue targets.

Perform new customer acquisition through research, referrals, networking, cold calling, data feeds and emails.

Set marketing and sales goals to achieve revenue growth.

Targeting CIS countries, Russian market and some European countries(Poland , Sweden)

Internship at · the embassy of Republic of Moldova in Estonia

Septembrie 2013 - Iulie 2014 · 10 luni

- helping monitoring of the cases with Moldovan citizens in difficult situations, administration of the cases of petitions and requests of citizens, etc.

affiliate manager · deckmedia ltd

August 2011 - August 2013 · 2 ani 1 lună

Optimize all aspects of our affiliate program through established and new networks;

Implement initiatives that enhance affiliate productivity, create new growth opportunities

Manage affiliate relations, communication and recruitment;

Strong sales, negotiation, analytical and implementation ;

Communicate with affiliates via email and telephone, answering inquiries about affiliate program and best practices;

Critique and optimize affiliate offerings on an individual and general basis;

Ability to understand and verbalize technical language involved in affiliate implementation;

Aggressively drive sales and program efficiencies;

Prioritize execution strategy based on revenue potential;

Motivate affiliates to provide maximum exposure and revenues;

Run well-conceived marketing tests to help optimize affiliate sales and retention;

Track & analyze metrics to evaluate and improve the effectiveness of the program(s);

Team leader of the Customer support Deckmedia · Deckmedia

August 2010 - August 2011 · 1 an 1 lună

Effectively manage large amounts of incoming calls/ chats
Generate sales
Identify and assess customers' needs to achieve satisfaction
Build sustainable relationships of trust through open and interactive communication
Provide accurate, valid and complete information by using the right methods/tools
Handle complaints, provide appropriate solutions and alternatives within the time limits and follow up to ensure resolution
Keep records of customer interactions, process customer accounts and file documents
Follow communication procedures, guidelines and policies

operator · ICARE SOLUTION SRL ICS

Martie 2009 - Iulie 2010 · 1 an 5 luni

The main goal was to make the link between suppliers and buyers from around the world via the portal Site Search by company. To give potential buyers a database that would merge the qualified suppliers.

Improving the visibility of suppliers registered on our portal through active references.

Incoming calls

□ Provide information to potential customers about available services

Support for new customers registering their

Outgoing calls

Contacting customers to keep up to date customer data
administrative tasks

Taking care of correspondence

Manage e-mail client

Identify and classify letters to customers

Studii: Superioare

Institute of foreign affairs of RM

Absolvit în: 2012

Facultatea: law science

Specialitatea: criminal law