



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

Middle management

Experiența profesională

Export Manager · Calarasi Divin SRL

Noiembrie 2021 - Prezent · 3 ani 1 lună

- Development and implementation of the export strategy
- Conduction of market research
- Identification of potential clients
- Negotiation of contracts
- Ensuring compliance with regulations
- Logistic management
- Managing relationships with importers and partners
- Management of financial aspects
- Providing customer support

Client Project Manager · Travod International ltd

Februarie 2020 - August 2020 · 7 luni

- Present and promote the product and the service that comes along with it to potential and current customers.
- Find and reach out to new customers through cold calling, LinkedIn and mass mail outreach campaigns.
- Negotiate and sign new customers.

Procurement & Administration Executive · Philip Morris Sales & Marketing SRL

August 2018 - Februarie 2020 · 1 an 7 luni

- Organize and monitor supplier selection processes via tenders or market assessments
- Control the flow of goods and services purchasing
- Perform market researches and analysis for best selection of goods and services required by the business
- Negotiate with suppliers for best value offers
- Draft and sign agreements with suppliers
- Establish and maintain good working relations with new and current business partners
- Collaborate with other business functions in order assure the

👤 31 ani
♂ Masculin
📍 Chișinău
💰 40 000 MDL

Preferințe

- Full-time

Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Ucraineană** · Mediu
- **Engleză** · Fluent

Permis de conducere

Categoria: B
Cu automobil personal

- completion of various projects in time
- Formalize all purchases via SAP system
- Work with business functions for regular supplier evaluations

Trade Activation Executive · Philip Morris Sales & Marketing SRL

August 2017 - Iulie 2018 · 11 luni

- Development and implementation of trade programs
- Budget reporting within the department
- Trade program's performance review
- Elaboration and implementation of new digital business tools for collaboration with retail partners
- Regular analysis of retail sales data
- Cross functional collaboration in projects for retail collaboration improvement
- Proper RIM of retail collaboration processes

Sales Representative · IM "Rompetrol Moldova" SA

August 2015 - Decembrie 2016 · 1 an 4 luni

- Present and promote the product and the service that comes along with it to potential and current customers.
- Find and reach out to new customers through cold calling.
- Negotiate and sign new customers.
- Establish and maintain good business and customer relationships.
- Collaborate with colleagues for best possible sale results.
- Analyse the market in search for new potential customers.
- Customer support duties.

Studii: Superioare

Academia de Studii Economice din Moldova

Absolvit în: 2015

Facultatea: Economie Mondiala si Relatii Economice Internationale

Specialitatea: Relatii Economice Internationale