



👤 23 ani
♂ Masculin
📍 Chișinău

Preferințe

- Full-time

Limbi

- **Română** · Elementar
- **Rusă** · Fluent
- **Engleză** · Fluent

Permis de conducere

Categoria: B

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

VIP Manager / Project Manager / Team Leader Sales Department

Despre mine

My name is Maksym. I am 21 . Originally I came from Kiev, Ukraine. For now I am in Chisinau and in a process of job seeking.

I do enjoy facing different challenges during the work process, so to find solutions and improving the situation to the best. My personal point of view , that professional service , understanding the client's cases fully and pushing 200 % from each point is a key to successful sales department. I like sport , especially football and racing

Experiența profesională

VIP manager / Head of Sales Department · Cloud Marketing · Kiev

Aprilie 2022 - Iulie 2023 · 1 an 3 luni

- Helped to achieve a 75% increase in sales revenue over the course of 6 month period.
- Established sales goals by forecasting annual sales quotas for existing and new products.
- Effectively monitored competition and appropriately adjusted costs based on supply and demand.
- Managed sales employees and counseled employees based on their professional growth and productivity.
- Developed and implemented sales plans to expand customer base and increase customer retention.
- Presented sales, revenue, and expenses reports to management teams.
- Researched competition and developed strategies to stand out as a company against competitors.
- Monitored the performance of sales team members and worked to increase team morale and motivation.
- Used to work in our own software that our company have established for our needs.
- Cloud Marketing is specializing in the sphere of game producing. This company create and support international projects at various levels: design, analytics, promotion, support.

Sales account manager/ Senior Account Manger / Project Manager · New Trex

Iulie 2021 - Aprilie 2022 · 10 luni

- Helped to achieve a 20% increase in sales revenue over the course of 2 month period.
- Established sales goals by forecasting annual sales quotas for existing and new products.
- Effectively monitored competition and appropriately adjusted costs based on supply and demand.
- Presented sales, revenue, and expenses reports to management teams.
- Used to work in our own software that our company have established for our needs.
- NewTrex is specializing in the sphere of game producing. This company create and support international projects at various levels: design, analytics, promotion, support.

Senior Manager / Team Leader · Fino

Ianuarie 2021 - Iulie 2021 · 6 luni

- Working with Hot Leads
- Reaching the targets for the sales on monthly basic.
- Improving the capacity of the team and it's eciency.
- Monitored clients accounts, analyzed incomings and outcomings, and performed daily, weekly and monthly forecasts
- Strategized with team to establish the plan to win market share from competitors
- Experience in working with 1C , CRM
- Company was operating in the sphere of Financial Market

Sales Manager · Nava

Septembrie 2020 - Decembrie 2020 · 3 luni

- Consulting and realization of company's product
- Working with cold and hot leads
- Establishing strategies to improve the amount of the sales for the department -Successfully achieved monthly targets
- Skills in working with the CRM

Sales Manager · Mir Oil

Iunie 2020 - August 2020 · 3 luni

- On a daily basic attending and controlling the outlets on a requested territory according to the plan - Presentation and promotion of the product
- Maintenance of the sale and revealing of the demand for the product

- Supervised the delivery of the product
- Coordinated new deliveries in a required area
- Successfully expanded of the area where the product being sold
- Experience in using different versions of 1C
- MirOil -> Oficial distributor of Motor Oils

Studii: Superioare incomplete

KNUTE

Absolvit în: 2022

Facultatea: Internațional Relations

Specialitatea: Internațional Bussiness and Trade

Cursuri, training-uri

FCE

Absolvit în 2020

Organizator: Cambridge English