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👤 31 ani  
 ♀ Feminin  
 📍 Chișinău  
 💰 15 000 MDL

## Preferințe

- Flexibil

## Limbi

- **Română** · Nu cunosc
- **Rusă** · Fluent
- **Engleză** · Comunicare
- **Ucraineană** · Mediu
- **Spaniolă** · Elementar

## Permis de conducere

Categoria: B

# Business Development Manager

## Despre mine

All my life I love to sing and in the age of 26 years old I started to make my dream true and now I'm study to sing like a professional. I am very friendly person and love to participate in any teambuildings. I am always interesting to participate in different workshops or exhibitions in order to know something new. I love animals and I live together with 2 cats. One of my hobby is knitting toys.

## Experiența profesională

### Sales agent · Apraktika.ru

*Ianuarie 2022 - Prezent · 2 ani 11 luni*

Search for a suitable contractor to fulfill the order. Cooperation with performers. Tracking the deadlines for completing orders and paying for orders.

### Business Development Manager · Online Booking Portal Sanatory.ru

*Octombrie 2019 - Octombrie 2021 · 2 ani 1 lună*

Aquiring for cooperation of new properties in abroad, in the specific of SPA, Wellness and Treatment. Responsible for stable relationship with existing partners for future perspective. Training employee of properties how to work with Extranet of Online Portal. Participation in the development of an online product ([www.sanatory.ru](http://www.sanatory.ru)) together with it-developers. Product testing to check the quality of the services provided. Organization of meetings, conferences and negotiations with the partners for cooperation. Participation in the exhibitions and seminars in the topic of "Treatment and Wellness".

### Hotel Sales Manager Responsible for CIS region · Bronevik.com Moscow

*Septembrie 2018 - Septembrie 2019 · 1 an 1 lună*

Acquisition of hotels in the CIS region, sale products of company to hotels. Signing direct contract with hoteliers. Consulting existing clients about improving sales through using programmes

of company. Preparing plans of sales through analyze statistics. Providing meeting with hoteliers. Monitoring payments, support of existing clients concerning all questions.

**Inside Sales Manager Russia Central and Northwest regions** · HRS - Hotel Reservation Service Robert Ragge GmbH Germany

*Septembrie 2015 - August 2018 · 3 ani*

Responsible for work with Russia Central and Russia Northwest regions. Train new hotel partners how to use HRS tools and systems. Closely cooperate with other departments in the company and provide a seamless flow of information. Increasing the volume of bookings, gave recommendation to hotels how to increase rating of hotel on the web page, working with rate parity, acquisition of new hotels (signing contracts, filling extranet together with hotel partners). Customer support for booking rooms, cancel reservation or change reservation. Provide support to hotels with filling their rates in RFP tool. Help hotel to connect online portal with channel managers Wubook, Travelline, Otelms and etc.

**E-commerce manager** · Hotel Manadarin and The Rooms Boutique Hotel

*Noiembrie 2013 - Septembrie 2015 · 1 an 11 luni*

Start up with loading hotel in online portals and manage the revenue. Manage the prices in Channel Manager Wubook. Price monitoring/price change in online portals. Ensure the relevance of the hotel information in online distribution channels and reservation systems. Work with companies: BOOKING.COM, Expedia, TRAVCO, GTA, DOTW, AKADEMSERVICE GDS, ORBITZ. Search new partners. Attracting new partners. Reconciliation at the end of the month with each company and processing of documents for payment of commission. Work with B2B, B2C, GDS booking systems. Work in PMS Libre systems, Edelweiss.

**Reservation manager** · Hotel Mandarin Moscow

*Octombrie 2012 - Octombrie 2013 · 1 an 1 lună*

Making reservation in PMS system of hotel, which arrives through various channels. Consulting guests by phones about services of hotel. Business mailing with guests. Checking the reservation of guests arriving the next day. Invoicing and checking receivables. Controlling payment for the provision of hotel services, dealing with accounts receivable; Observe the price policy of the hotel when booking rooms; Working with regular customers. Controlling the download regarding re-booking of the hotel. Visa support to foreign citizens, reconciliation with partner companies at the end of the month, work with companies TRAVCO, TRANSHOTEL, TOURICO HOLYDAYS etc

## **Studii: Superioare**

**Moscow Financial-Industrial University "Synergy",  
Moscow**

*Absolvit în: 2015*

Facultatea: Economics and management

Specialitatea: Management in the hospitality industry