

# Manager

Bărbat, 54 ani, superioare studii.

**Datele de contact ale candidatului sunt contra cost. Detalii aici: <http://www.rabota.md/cv/>**

Salariu	10000 MDL
Program de lucru	Full-time
Chișinău	Chișinău
Calatorii de afaceri	disponibil pentru detașări de serviciu

## Experiența de munca

33 ani și 7 luni

martie 2012 - până în prezent  
12 ani și 2 luni

### sales manager

**Valtrei Prim SRL**  
(Chișinău), Vânzări

Preparing action plans for search of sales leads and prospects;  
Assisting in the development and implementation of marketing plans as needed;  
Promoting the company's products, preparing and participating in exhibitions;  
Making a good's presentations and counseling clients;  
Preparing and maintaining the client's database.

ianuarie 2009 - iulie 2010  
1 an și 5 luni

### logistical manager

**CC "AQUATRADE" SRL**  
(Chișinău), Transport, logistică și comerț exterior

Reviewing financial matters, and budget proposals of executive sections and drafting final annual budget plan of the company;  
Identifying advantageous business partners on the market, as well as preparing and negotiating various contracts with them;  
Controlling distribution of funds amongst the company's sections, as well as following the expenditures according to the approved projects;  
Communicating with various partner organizations and maintaining business relations, including implementation of agreed projects;  
Organizing of several logistical workshops

ianuarie 2007 - octombrie 2008  
1 an și 8 luni

### sales manager

**"IUNES GRUP" SRL**  
(Chișinău), Vânzări

Preparing action plans for search of sales leads and prospects;

Assisting in the development and implementation of marketing plans as needed;  
 Promoting the company's products, preparing and participating in exhibitions;  
 Making a good's presentations and counseling clients;  
 Contracting and monitoring of their performance;  
 Preparing and maintaining the client's database.

octombrie 2006 - decembrie 2007  
 1 an și 2 luni

## **sales manager**

**“IULUX” SRL**  
 (Chișinău), Vânzări

Preparing action plans for search of sales leads and prospects;  
 Assisting in the development and implementation of marketing plans as needed;  
 Promoting the company's products, preparing and participating in exhibitions;  
 Making a good's presentations and counseling clients;  
 Contracting and monitoring of their performance;  
 Preparing and maintaining the client's database.

septembrie 1988 - octombrie 2006  
 18 ani

## **HR specialist**

**National Army**  
 (Chișinău), Cadre, gestionarea cadrelor

Military service: several positions in the HR branch (last position - Head of management section HR Department Ministry of Defense  
 Planning and organizing of a section activity (5 subordinates);  
 Coordinating activities of 42 personnel sections in different units of the National Army;  
 Taking part in elaboration of national laws and ministerial acts concerning HR matters;  
 Developing and implementing HR policies and standards within the National Army (recruiting, evaluation, selection, appointment, performance appraisal, decoration, retirement, maintaining of accounting)  
 Control overall management of foreign military personnel at in-country exercises, conferences etc. in Moldova, including airport meeting, transportation, accommodation, activities etc.;  
 Manage section's budget.

## **Education**

## **Studii superioare**

până în 2007 University of European Political and Economic Studies, Chisinau,  
 International Relations  
 International Relations

până în 1992 Military Academy, Minsk, main  
 Social pedagogue – psychologist

## **Instruire continua, cursuri de formare**

2011 Course „Business administration” in Chamber of Commerce and Industry, or.  
 Chișinău.

2005	"Civil-Military Relations Recruiting Workshop" in Ministry of Defence of Romania, or. Bucharest.
2002	Adjutant General School Fort Jackson (HR) in US Defense of Department, or. South Carolina, USA.
2001	"American Language Course", Defense Language Institute in US Defense of Department, or. Lackland Texas, USA.

## Competente-cheie

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Organization and management of the structure (more than 60 employees);  
 Analysis, planning and determine development priorities;  
 Problem solving and good communication;  
 Knowledge of HR and recruitment procedures;  
 Hard-working and positive attitude;  
 Assertive and proactive, result-oriented;  
 High stress levels and ability to work under pressure;  
 Well organized, able to cope well with multiple deadlines;  
 Inquisitive, willing to learn;  
 Experience of working in an international organization

## Competente lingvistice

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Romana	Materna
Rusa	Fluent
Engleza	Comunicare

## Informații suplimentare

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Calatorii de afaceri	disponibil pentru detașări de serviciu
Cetățenie	Moldova
Permis de conducere	BC
Autovehicul propriu	automobil personal