

Management

Bărbat, 53 ani, superioare incomplete studii.



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

Salariu
Program de lucru
Chișinău
Calatorii de afaceri

Sal. negociabil
Full-time
Chișinău
disponibil pentru detașări de serviciu

Experiența de munca

18 ani și 2 luni

septembrie 1999 - noiembrie
2017
18 ani și 2 luni

Regional manager

T.D.ECONOM Srl
(Chișinău), Vânzări

Achievements :

- increased partnership network among direct Producers / Suppliers (China, Vietnam, Thailand, India, Sri Lanka, Indonesia, Spain, Greece, Germany, Poland);
- expanded the client database (retail / wholesale / street markets / Horeca) during employment in the company;
- significantly increased the sales volume of products distributed by company;
- provided implementation of plans to increase SKU in outlets;

Functional obligations :

- control over compliance to suit concept of goods layout on shelves;
- placement of POS materials in sales outlets on the occupied territory and control over their special purpose use and conditions;
- conducting negotiations with administrators of supermarkets, sales reinforcing;
- preparation of daily and monthly reports about performed work.

Education

Studii superioare incomplete

până in 1992

Кишиневский Политехнический Институт, ПГС
Промышленное и гражданское строительство

Competente-cheie

Functional responsibilities :

- proceeding with clients database, search and engaging new customers;
- conducting negotiations with new clients;
- drafting of commercial proposals as well as conclusion of commercial contracts with suppliers;
- sales plans formation;
- fulfillment control of indicators planned on the occupied territory;
- implementation of full cycle during trade visit;
- control of debit amounts;
- organization of merchandising actions in sales outlets and sales promotions;
- result report of performed work;
- direct negotiations with manufacturers / suppliers and interaction with them.

Professional skills and knowledge:

- expert in search and attraction of new clients, including by means of "cold" calls;
- knowledge of various sales methods;
- experience in negotiations;
- skilled user of PC;
- driving license cat. B.

Competente lingvistice

Rusa	Materna
Romana	Nu cunosc
Engleza	Fluent

Informații suplimentare

Calatorii de afaceri	disponibil pentru detașări de serviciu
Cetățenie	Moldova
Permis de conducere	B
Despre mine	<ul style="list-style-type: none"> - communicability, active position of life; - focus on results; - stress resistance; - aspiration for development and professional growth.