

Sales manager, recruiter, sales director

Bărbat, 35 ani, superioare studii.

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

Salariu	15000 MDL
Program de lucru	Full-time
Chișinău	Chișinău
Calatorii de afaceri	disponibil pentru detașări de serviciu

Experiența de munca

10 ani și 7 luni

ianie 2017 - până în prezent
7 ani

Director

Bertoni Construction LTD
(United Kingdom), Construcții, imobile

Started making recruitment in construction.
Connect employee with employer.
I were specialised in construction recruitment all United Kingdom like fit out, refurbishment, construction, demolition.
Making sales.
Became sales director and started to work on business development my team and company.
In business development I could use my previous experience in marketing and sales.
Used marketing technics in speech with companies, networking in communication with employee and employer.
Used strategy which could help develop business and became known in a lot of companies in United Kingdom in construction field.
I used not only my experience, but also knowledge in recruiting from previous businesses.
Made a lot of business emails for the client, where is described development for 3 months, 1 year, 3 years when he will start to work with us.
I'm using advertisements in different society groups(FB, WhatsApp, Viber, Telegram, Websites.)
Negotiate with clients about prices, also taken strategy and knowledge from previous businesses.
Foreign language english.

mai 2017 - mai 2017

Sales direcor

Business Standart
(Chișinău), Contabilitate, finanțe, audit

- working on sales and arguments.
- making trainings
- maintenance relationship with the clients
- discussing business strategies with the clients.
- Foreign language english.

februarie 2017 - mai 2017
2 luni

Sales director

Stock Forum

(Chişinău), Contabilitate, finanţe, audit

As sells director and interested person in development of the business, I were making for my team trainings by taking information about marketing technics in speech and listening carefully of the client to understand his interests, aim of our discussion, for a better strategy which we can do for him.

I passed to a new market. Started to work on Europe, were could find out new ideology, mentality and new strategies of sales.

Foreign language english.

noiembrie 2016 - februarie
2017
3 luni

Sales director

Business Standart

(Chişinău), Contabilitate, finanţe, audit

Foreign language russian.

I were working on sales with my team by using strategies which could bring us a higher level for better quality in communication with clients.

Using internet and news about politics and economy to improve our knowledge about the market.

Became sales director on a team about 30 employee.

Started working on business development over my team, where we were making a lot of trainings three times a day, to find out where we can take small idea with big aim and develop it till when we could use it in sales.

iunie 2015 - ianuarie 2016
7 luni

Slaes director

Premarket trading

(Chişinău), Contabilitate, finanţe, audit

Foreign language russian.

Were using sales, which has been modified for a better results.

Make different trainings for old workers to become better and better as seller and to increase amount of client in our company.

To make relationship with clients and give them consultancy which could help them in choosing best product to buy and see in us the company in which can trust and work opened.

Make trainings for new workers by showing them results which they can reach with company and me, also potential which they can reach by using my knowledges, experience in sales and their purposes.

Checking each worker from team to be maximum ready for a discussion with client.

Making reports weekly and choosing best strategy for development and increasing results.

aprilie 2014 - ianuarie 2015

Manager

9 luni

Premarket trading

(Chişinău), Contabilitate, finanţe, audit

Foreign language russian.

Started as consulting manager and sales manager, by calling clients and giving them information about changes of prices of products in which they were interested.

To find out what changes can be in politics and economy.

In 4 months became sales manager on a team, where aim was to develop each consultant as best seller, which can find out by himself information for self development and could speak and consult clients of the company as a specialist.

Made recruitment for a bigger team, by checking all new candidates.

Were making trainings in sales and using different marketing strategies of businessmen which could build businesses by their own.

iunie 2013 - martie 2014

8 luni

Sales consultant

Consulting Global Stock

(Chişinău), Contabilitate, finanţe, audit

Foreign language russian.

Made calls and sales to the client.

To check market of products which company can sell to the client due internet or news from politics and economy life.

Maintain relation with clients and sell as more products of the company as I can.

Made different strategy to rise amount of sells and data base of the client.

Made training and informing team about market and changes on price.

martie 2013 - iunie 2013

3 luni

Sales consultant

Global Stock

(Chişinău), Contabilitate, finanţe, audit

Foreign language russian

I had to call clients and consult them about investments in different products and make sales to become one of our client for long term.

To find out prices and changes which can be in future on products which the company can sell to the client.

mai 2012 - februarie 2013

9 luni

Sales consultant

FXCP

(Chişinău), Contabilitate, finanţe, audit

Foreign language russian

Main aim was to make a contact with the client and to consult them which product will be better to buy.

Also to develop by my self due news in politics and economy.

To find out when and why prices on products will have changes in.

iunie 2008 - august 2008

2 luni

Bartender & waiter

Billiards pub

(Cimişlia), Catering, alimentaţie publică

Started as waiter where I had to service clients and make clean in pub, where, after a month became bartender and manager of pub. Duty was to make a relation with the client, to have more loyal clients.

Recomandari

Acest candidat are recomandari de la fosti angajatori, pe care le puteți vedea achitând pentru acces.

Education

Studii superioare

până in 2012

Technical University of Moldova, Machine structor
Industrial designer

Competente-cheie

- experience in communication and development of business environment in office.
- setting targets for each employee individually and for all team as well.
- organising team build events.
- plan detailed all my function in system of the company, to find out the best way for better development.
- punctual.
- patient.
- motivated.

Competente lingvistice

Romana	Materna
Rusa	Comunicare
Engleza	Comunicare
Turca	Medium

Informații suplimentare

Calatorii de afaceri	disponibil pentru detașări de serviciu
Cetațenie	Moldova
Despre mine	- energetic. - going till the end. - interested in development.