

## Закупщик, аналитик

Мужчина, 45 лет, высшее образование.



**Контактные данные соискателя доступны только на платной основе. Подробнее по ссылке: <http://www.rabota.md/cv/>**

Зарплата	З/П договорная
График работы	Полный рабочий день
Кишинев	Кишинев
Командировки	готов к командировкам

### Опыт работы

16 лет и 8 месяцев

март 2019 - по настоящее время  
5 лет и 2 месяца

#### Заместитель ген.директора

**GROUPAUTO SRL**  
(Кишинев), Автомобильный бизнес

- \* Coordination of activities of Groupauto Moldova' network as a part of Groupauto International Purchasing Union' network
- \* company's partners' network management
- \* company's customers' network management
- \* company's suppliers' management
- \* market potential's determination and calculation;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management

ноябрь 2015 - февраль 2019  
3 года и 3 месяца

#### директор по закупкам (CPO)

**GBS SRL**  
(Кишинев), Автомобильный бизнес

- \* company's purchasing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* communication and partnership issues with Purchasing Union (Nexus);
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* managing staff of product management dept (13 persons) in their everyday activities, tasks assignment, outcomes monitoring.

апрель 2015 - ноябрь 2015  
7 месяцев

#### Parts manager for Volvo, Jaguar, Land Rover

**Svr Agency Automotive (www.svragency.it)**

(Кишинев), Автомобильный бизнес

- \* determination and pricing of the assortment (incl. stock and sales' analysis, order placing, invoices' handling, cooperation with logistics' dept etc);
- \* daily work with suppliers –availability, pricing, critical parts' requests, returns, claims and compensations, accounts' management;
- \* determination, analysis and clearance of slow-moving and non-moving stock;
- \* marketing campaigns' development and implementation;
- \* category management' maintenance

июль 2014 - апрель 2015  
9 месяцев

## Country Sales Manager

### SVR Agency Automotive (www.svragency.it)

(Кишинев), Автомобильный бизнес

- \* responsibility for sales of Agency' portfolio of brands in CIS countries and Baltic states;
- \* day-to-day support of current customers for orders, proformas, warranty claims, invoices etc.;
- \* end-of-year settlements with customers, elaboration of new-year conditions of collaboration;
- \* new pricelists' elaboration and maintenance;
- \* parts catalogues' support and maintenance;
- \* searching for new customers and establishing new collaborations (contracts, bonus agreements, pricelists etc.);
- \* participation in customers' local fairs;
- \* participation in international fairs (MIMS 2014 in Aug`2014 in Moscow, Russia; AutoMechanika 2014 in Sep`2014 in Frankfurt, Germany)

январь 2014 - июнь 2014  
5 месяцев

## Head of Purchasing and External Logistics Division (Marketing Department)

### Auto Mall SRL

(Кишинев), Автомобильный бизнес

- \* profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- \* company's marketing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* marketing budget's planning and spending control;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* active involvement in Organizing Committee of Local Automotive Fair "Auto Mall Fair 2014"
- \* managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

октябрь 2010 - декабрь  
2013  
3 года и 2 месяца

## Head of Marketing and Product Management Department

### Auto Mall SRL

(Кишинев), Автомобильный бизнес

- \* profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- \* company's marketing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* marketing budget's planning and spending control;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

июнь 2008 - октябрь 2010  
2 года и 3 месяца

## Head of Product Management Department

**Valmi Automotive Moldova**  
(Кишинев), Автомобильный бизнес

- \* profitability's maintenance and company's market share increment by everyday analysis of sales and demand's forecasts;
- \* company's marketing policy development and implementation;
- \* market development trends' analysis;
- \* market potential's determination and calculation;
- \* marketing budget's planning and spending control;
- \* daily work with suppliers – negotiating conditions for turnovers, marketing budgets, payments etc., prices' analysis, promo campaigns' development;
- \* company's assortment's determination and pricing;
- \* company's indexes forecasting (sales, margins, stock, turnover ratios etc.);
- \* timeous company's operations' reporting to the executive management;
- \* category management strategies' implementation;
- \* managing staff of product managers (11 persons) in their everyday activities, tasks assignment, outcomes monitoring

май 2007 - июнь 2008  
1 год и 1 месяц

## Product manager

**Valmi Automotive Moldova**  
(Кишинев), Автомобильный бизнес

- \* determination and pricing of the assortment (incl. stock and sales' analysis, order placing, invoices' handling, cooperation with logistics' dept etc);
- \* daily work with suppliers –availability, pricing, critical parts' requests, returns, claims and compensations, accounts' management;
- \* determination, analysis and clearance of slow-moving and non-moving stock;
- \* marketing campaigns' development and implementation;
- \* category management' maintenance

## Образование

## Высшее образование

по 2000

Молдавская Академия Экономических Знаний, Финансы и Страхование  
Экономист

## Instruire continua, cursuri de formare

2018	'Middle Management' Course of miniMBA Program в Nexus Academy + EIPM (European Institute of Purchasing Management), г. .
2017	'Induction Program' Course of miniMBA Program в Nexus Academy + EIPM (European Institute of Purchasing Management), г. .

## Ключевые навыки

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\* уверенный пользователь ПК

## Владение языками

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Русский	Родной
Румынский	Средний
Английский	Свободно владею
Французский	Базовый
Итальянский	Базовый

## Дополнительная информация

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Командировки	готов к командировкам
Гражданство	Молдова
Водительские права	В
Личный автомобиль	есть личный автомобиль