

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

* уверенный пользователь ПК

Владение языками

Русский	Родной
Румынский	Средний
Английский	Свободно владею
Французский	Базовый
Итальянский	Базовый

Дополнительная информация

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