

## Manager

Мужчина, 36 лет, высшее образование.



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

Зарплата	6000 MDL
График работы	Частичная занятость
Кишинев	Кишинев
Командировки	готов к командировкам

## Опыт работы

11 лет и 5 месяцев

июнь 2020 - по настоящее время  
3 года и 10 месяцев

### Ocean freight forwarder

#### SOBRO LLC

(Кишинев), Транспорт, логистика, ВЭД

- investigating and planning the most appropriate route for a shipment, taking into account the hazardous nature of goods, cost, transit time and security
- arranging appropriate packing, taking into account the climate, terrain, weight, cost and nature of goods and also the delivery and warehousing of goods at their final destination
- negotiating contracts, transportation and handling costs
- obtaining, checking and preparing documentation to meet customs and insurance requirements, packing specifications, and compliance with other countries' regulations and fiscal regimes
- offering consolidation services by sea and road, ensuring cost-effective and secure solutions to small shippers who have insufficient cargo to require their own dedicated units
- monitoring of the global market in the framework of intercontinental freight transportation to compare prices for the development of the company's economy

январь 2020 - май 2020  
3 месяца

### Car hauling dispatcher

#### Dispatch 42

(Кишинев), Транспорт, логистика, ВЭД

- Dispatches drivers to calls as they are received, using information on customer needs, drivers' locations and loads, and daily factors to balance cost and customer satisfaction
- Works with sites and the service department to optimize routes based on needs of the customer
- Determines the daily level of driver staffing to provide best mix of responsiveness and productivity
- Assigns routes and to appropriate drivers throughout the day and for the next day; manages and determines route actions and assuring route completion
- Handles fields incoming calls and e-mails from customer service and sales department; manages requests for all pick-up or delivery on any cars

movement within the Market area

- Initiates communication to customers while drivers are on-site/location, resolving pick-up and other issues delaying the service
- Troubleshoots and resolves potential delivery and pick-up problems before they result in service issues
- Ensures same-day service on missed pick-ups by managing the routing for all routes and tracking Driver movement in the field
- Providing daily reports to the Management & Accounting department regarding each transportation

ноябрь 2016 - январь 2020  
3 года и 2 месяца

## **Gas service technician**

### **Chisinau Gaz SRL**

(Кишинев), Государственная служба

- Detection and elimination gas leak in apartments and outdoors
- Installation and sealing of gas meters
- Maintenance of cabinet gas distribution points
- Departures on call to places of emergency with emergency gas technical service
- Maintenance of technical documentation
- Initial gas start in a new building
- Equipment installation, repair and maintenance

февраль 2014 - октябрь  
2016  
2 года и 7 месяцев

## **SALES MANAGER**

### **META SYSTEM SRL**

(Кишинев), Продажи

- Leading of sales 1C program for accounting department of the all companies from Chisinau
- Communication with clients' Top/Middle management via Email, Skype, Phone, Viber, WhatsApp, etc.
- Preparation of sales documentation: commercial proposals, revenue forecasts, agreements
- meetings with accountants or responsible persons for the presentation of the 1C program
- support and completion of the 1C program for specific company requirements

февраль 2013 - октябрь  
2013  
7 месяцев

## **TOUR OPERATORS MANAGER**

### **HOLIDAY SERVICE SRL**

(Кишинев), Туризм, гостиничное дело

- Plan and sell transportations, accommodations, insurance and other travel services
- Cooperate with clients to determine their needs and advise them appropriate destination, modes of transportations, travel dates, costs and accommodations
- Provide relevant information, brochures and publications (guides, local customs, maps, regulations, events etc) to travelers
- Book transportation, make hotel reservations and collect payment/fees
- Use promotional techniques and prepare promotional materials to sell itinerary tour packages
- Deal with occurring travel problems, complaints or refunds
- Attend travel seminars to remain updated with tourism trends
- Enter data into our software and maintain client files

- Network with tour operators
- Maintain statistical and financial records
- Meet profit and sales targets

январь 2012 - январь 2013  
1 год

## TRAVEL AGENCY MANAGER

### ITN CORP

(Кишинев), Туризм, гостиничное дело

- Assists with the collection and dissemination of marketing information as related to ticket sales and customer service goals
- Prepares ticket office reports or event settlements and assists senior staff in settlement with promoters
- Manages group sales program and, as needed, subscription series accounts for building clients
- Handles complaints, ticket problems, and customer service issues in a fair, professional, and courteous manner. Interactions with the public occur on a regular basis and must be a welcoming and optimistic experience, even in difficult situations
- Maintains and regularly updates calendars, electronic messages and other ticket office information equipment with event information, sales dates, prices and times
- Close deals and work with the return customers
- Communication with potential customers and selling airline tickets
- Receive incoming calls and make outgoing calls on demand
- Work in GDS System – Apollo (searching for the best flight options)
- Send follow up emails

## Образование

## Высшее образование

по 2018	Technical University of Moldova, Faculty of Architecture and Urban Planning ENGINEERING OF NATURAL FUEL GAS SUPPLY SYSTEMS (DIPLOMA OF HIGHER EDUCATION - REQUALIFICATION)
по 2011	Technical University of Moldova, Faculty of Mechanical Engineering and Transport ENGINEERING AND MANAGEMENT IN TRANSPORTS

## Instruire continua, cursuri de formare

2020	PERMIT TO EXERCISE NR. 1342-20 "OPERATION OF GAS INSTALLATIONS OF THERMAL POWER PLANTS WITH A UNIT THERMAL CAPACITY HIGHER THAN 100 KW" в Flacara Albastra SRL, г. Кишинев.
0	PERMIT TO EXERCISE NR. 2342-20 "THE PRELIMINARY TECHNICAL SUPERVISION OF THE OBJECTS AND DISTRIBUTION SYSTEMS OF NATURAL COMBUSTIBLE GASES WITH THE WORKING PRESSURE $P \leq 1,2 \text{ MPA}$ " в Flacara Albastra SRL, г. .

## Ключевые навыки

- investigating and planning the most appropriate route for a shipment, taking into account the hazardous nature of

goods, cost, transit time and security

- arranging appropriate packing, taking into account the climate, terrain, weight, cost and nature of goods and also the delivery and warehousing of goods at their final destination

- negotiating contracts, transportation and handling costs

- obtaining, checking and preparing documentation to meet customs and insurance requirements, packing specifications, and compliance with other countries' regulations and fiscal regimes

- offering consolidation services by sea and road, ensuring cost-effective and secure solutions to small shippers who

have insufficient cargo to require their own dedicated units

- monitoring of the global market in the framework of intercontinental freight transportation to compare prices for the development of the company's economy

- Dispatches drivers to calls as they are received, using information on customer needs, drivers' locations and loads,

and daily factors to balance cost and customer satisfaction

- Works with sites and the service department to optimize routes based on needs of the customer

- Determines the daily level of driver staffing to provide best mix of responsiveness and productivity

- Assigns routes and to appropriate drivers throughout the day and for the next day; manages and determines route actions and assuring route completion

- Handles fields incoming calls and e-mails from customer service and sales department; manages requests for all pick-up or delivery on any cars movement within the Market area

- Initiates communication to customers while drivers are on-site/location, resolving pick-up and other issues delaying the service

- Troubleshoots and resolves potential delivery and pick-up problems before they result in service issues

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## Владение языками

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Русский	Родной
Румынский	Свободно владею
Английский	Разговорный

## Дополнительная информация

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Командировки	готов к командировкам
Гражданство	Молдова, Россия
Водительские права	ВС
О себе	<ul style="list-style-type: none"><li>- guitar;</li><li>- volleyball;</li><li>- cycling;</li><li>- skiing;</li><li>- swimming;</li><li>- sport gym;</li></ul>