

## IT Sourcer / Recruiter

Мужчина, 34 года, высшее образование.



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

Зарплата	17500 MDL
График работы	Полный рабочий день
Кишинев	Кишинев
Командировки	готов к командировкам

### Опыт работы

11 лет и 9 месяцев

март 2022 - по настоящее время  
2 года и 2 месяца

#### HR partner, remote recruiter (working staff)

**OZON.ru**  
(Istanbul), Кадры, управление персоналом

Source and Recruitment processing

декабрь 2021 - по настоящее время  
2 года и 5 месяцев

#### Founder, New Recruitment Service NRS platform (saas)

**New Recruitment Service platform (NRS)**  
(Istanbul), Кадры, управление персоналом

New Recruitment Service NRS platform (SAAS)  
I was starting to develop the SAAS platform, as a founder, but the process was stopped, because of Russian-Ukrainian conflict (unfortunately), but should continue the project asap. Possible co-founders from Berlin and London was canceled all negotiations about participation  
Project mission: maximum simplification of hiring process, hiring speed and conversion rate increasing, hiring unification and automation business-processes increasing and etc.

октябрь 2021 - по настоящее время  
2 года и 7 месяцев

#### Recruiter (remote)

**DataArt**  
(Istanbul), Кадры, управление персоналом

Source and Recruitment processing

январь 2021 - по настоящее время  
3 года и 4 месяца

#### HR partner, remote recruiter (working staff)

**Yandex Eats**  
(Istanbul), Кадры, управление персоналом

ACCOMPLISHMENTS:  
+100 peoples recruited

январь 2020 - по настоящее  
время  
4 года и 4 месяца

## **Remote recruiter (IT)**

### **Intel Corporation**

(Istanbul), Кадры, управление персоналом

#### ACCOMPLISHMENTS:

- Winner of internal competition in december of 2021, KPI: count of relevant applications in the competition period
- 39 new candidates were involved for a month

январь 2016 - декабрь 2021  
5 лет и 10 месяцев

## **Fund rising consultant • Advisory Board**

### **Entrepreneur**

(Istanbul), Консалтинг, стратегическое развитие

#### ACCOMPLISHMENTS:

- 14 completed cases
- 2,3 mln euros attracted investments (total)
- 4 projects on more than 6 mln euros worth (consultant role)
- Know how: developed and implemented a risk-free working capital financing system with the involvement of a mass private investor. Target: companies with negative underwriting or scoring rate

сентябрь 2016 - сентябрь  
2018  
2 года

## **Co-partner • CEO**

### **ApromAllianceLP**

(Istanbul), Транспорт, логистика, ВЭД

Transportation operator company - Multimodal Logistic Company

#### ACCOMPLISHMENTS:

- 5,6 mln euros revenue
- 136 contractors
- 420 completed orders
- 648 000 km transportation mileage

январь 2014 - декабрь 2015  
1 год и 10 месяцев

## **Senior key account manager**

### **BANKMDM**

(Istanbul), Банки, инвестиции, лизинг

#### ACCOMPLISHMENTS:

- +18% (243 pieces) new accounts (implementing new partners channels)
- +17% commission earning income
- +6% (+13,5 mln \$) increase in leads for the loan portfolio of the local regional office

июль 2011 - февраль 2013  
1 год и 7 месяцев

## **Senior key account manager (SMB) • Senior operation manager**

### **RFABANK**

(Istanbul), Банки, инвестиции, лизинг

#### ACCOMPLISHMENTS:

- +43% (408 pieces) new accounts (change key client profile) • +27% average monthly account balances
- +13% (+ \$40K) commission earning income

## Образование

## Высшее образование

по 2011

National University of Science and Technology "MISIS" (Moscow Institute of Steel and Alloys), Staryy Oskol branch, MA-equivalent: Specialist diploma in Finance and Credit (5-year), Finance and Credit  
Finance and Credit

## Ключевые навыки

Internet Recruiting • IT Recruitment • Agile Project Management • New Business Development • Customer Service Management Management • Project Coordination •  
• Mentoring • Project Management • Entrepreneurship • Key Account

## Владение языками

Русский	Родной
Румынский	Не знаю
Английский	Средний

## Дополнительная информация

Командировки	готов к командировкам
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Гражданство	Россия
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О себе

I'm Arsenii from Russia, currently - Istanbul.

- I've wide banking experience in Russia (KAM, finance consulting, funding consulting (contractor), business optimization, elementary tax optimization, business remodeling, customer base reconstruction, local risk-management and etc.)
- I have customers service improvement experience in finance, hospitality, human resources and etc.
- I've hiring experience (IT, finance, working staff and etc.)
- I've experience of initiating and developing of the internal corporation entrepreneurship
- Problem solving on demand, as a contractor (structuring business processes, negotiations, funding and etc.)