



**Datele de contact sunt contra cost. Detalii aici: <https://www.rabota.md/ro/prices/cv>**

## Сотрудник

### Despre mine

Responsible for my actions and following effects.

Prefer laconic way of communication.

Ability to avoid conflict situations, ability to resolve those, in case it was inevitable.

Any started business, I do as good as possible, or I do not undertake it at all.

Able to perform several cases at the same time.

The ability to find the fastest and best way to solve problems. • Observant.

Plodding.

### Experiența profesională

#### **Car Hauler Dispatcher** · Lion Express / G17 / RTS Rugs

*Martie 2021 - Octombrie 2022 · 1 an 8 luni*

Address problems and requests by transmitting information or providing solutions.

Dispatch loads for auto hauling trucks.

Prioritize calls according to urgency and importance.

Provide drivers with assistance with load delivery issues/concerns.

Provide field units with information about orders, traffic, obstacles and requirements.

Enter data in computer system and manage driver logs and records of calls, activities and other information.

May be some weekends on call.

#### **Sales department representative** · XOR

*Iunie 2020 - Februarie 2021 · 9 luni*

Qualify leads from marketing campaigns as sales opportunities

Contact potential prospects through cold calls and emails

Present our company to potential prospects

Identify prospect's needs and suggest appropriate products/services

Build long-term trusting relationships with prospects

Proactively seek new business opportunities in the market

- 👤 33 ani
- ♂ Masculin
- 📍 Chișinău
- 💰 35 000 MDL

### Preferințe

- Full-time

### Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Engleză** · Fluent

### Permis de conducere

Categoria: B

Cu automobil personal

Set up meetings or calls between (prospective) customers and Sales Executives

Report to the Sales Manager on sales results

### **SDR · XOR**

*Decembrie 2019 - Iunie 2020 · 7 luni*

Generating leads.

Meeting or exceeding sales goals.

Negotiating all contracts with prospective clients.

Helping determine pricing schedules for quotes, promotions, and negotiations.

Preparing weekly and monthly reports.

Giving sales presentations to a range of prospective clients.

Coordinating sales efforts with marketing programs.

Understanding and promoting company programs.

Obtaining deposits and balance of payment from clients.

Preparing and submitting sales contracts for orders.

Visiting clients and potential clients to evaluate needs or promote products and services.

Maintaining client records.

Answering client questions about credit terms, products, prices, and availability.

### **Sales manager · International Travel Network**

*Octombrie 2018 - Noiembrie 2019 · 1 an 2 luni*

Process new clients' inquiries - receive incoming calls and make outgoing calls on demand.

GDS activity - engage with other agents to find and deliver the best solutions to clients in a designated GDS (Global Distribution System) software.

Callback & Follow-up - Make sure clients are happy and satisfied with our services from start to finish, ensuring continuation of cooperation.

Close deals/sales - Secure and close sales

### **Branch Director · Ltd. Bangkok-Latex · Bangkok**

*Mai 2016 - Iunie 2018 · 2 ani 2 luni*

Break-even branch activity organization.

Building trade policy.

Rational distribution of duties among employees.

Inspection of the implementation of the plan.

Work inspection.

Monitoring the correctness of the provision of services to customers.

Work in the interests of the organization.

**Development Director** · Ltd. Bangkok-Latex · Bangkok

*August 2014 - Mai 2016 · 1 an 9 luni*

External development of the company - opening of branches, partnership, access to new markets.

Analysis and improvement of the company's business processes.

Marketing management (events, promotions, sales, participation in exhibitions, product presentations and so on) and sales.

Management of product range, pricing, sales policies.

Employee Management (cast, training, motivation).

**Sales Manager/Development Manager** · Ltd. Bangkok-Latex · Pattaya

*Iulie 2013 - August 2014 · 1 an 2 luni*

Search and attract new customers.

Receiving goods and the maintenance of its presentation in trading halls.

Partners and dealers marketing control.

Sector & competitors monitoring (prices, range, marketing)

Researches analysis & reporting ;

New company branches opening and performance control.

Training for shop sellers & distributors employee.

**Tours sales manager** · Ltd. Anex-tour · Pattaya

*Februarie 2013 - Iunie 2013 · 5 luni*

Develop proposals for coordination of tour products, taking into account individual and special requirements of customers

Insure services booking, confirmation and registration of those.

Take part in elaborating new techniques and methods of tour services sales.

**Excursion guide, shop guide** · Ltd. Anex-tour · Pattaya

*Octombrie 2012 - Februarie 2013 · 5 luni*

Search and study cultural, historical materials.  
Develop tour programs.  
Provide safety and behavioral briefings.  
Carry out translation functions.  
Give first aid.  
Coordinate tourists actions in complex and/or dangerous situations.

**Transfer-guide** · Ltd. Anex-tour · Keme  
*Iulie 2012 - Octombrie 2012 · 4 luni*

Accompanying tourists from airport to hotel and back.  
Providing useful and interesting information to the clients in order to make the ride less tiresome and prepare them for following activities.  
Ensure tourists security.  
Coordinate trip itinerary.  
Give first aid.

**Studii: Superioare incomplete**

**ASEM**

*Absolvit în: 2012*

Facultatea: Tourism and social technologies

Specialitatea: Tour operator

**Commercial College**

*Absolvit în: 2010*

Facultatea: Tourism

Specialitatea: Tourism and Hotel Business