

SALES MANAGER. DEALER SUPPORT

🔄 22 січня
2017

📍 Місто: [Київ](#)

Вік: 41 рік

Режим роботи: повний робочий день

Категорії:

Додаткова інформація

Особисті якості, хобі, захоплення, навички: - Systematization of work with company partners; - Automation of processes as to calculation and payment of remuneration to partners; - Coordination of work with regional representatives; - Creation and implementation of partners' programs; - Advanced level of English; 1. Dec 2011 up till now "Istil Telecom Ukraina" (XTRA TV) Sales manager. Dealer support Duties: - Creation of partners' database. - Visiting of sales points, provision the sales points with promo material - Partner programs, efficiency analysis - Holding of motivational programs for partners - Distribution of promo material - Analysis of partners' activities - Gathering and analysis of stock at distributors' stock houses - Sales of service to commercial subscribers (HoReCa), phone calls - Work in billing program - Coordination of work of sales department team, target setting - Keeping documentation of on-the-job protection and fire safety 2. Apr 2010 till Nov 2011 "STRONG UKRAINE" LLC Coordinator of work with partners and customers Duties: - Processing of orders for installation of satellite television to customers - Coordination of installers' work, distribution of orders. - Work with customers - Analysis of orders' fulfillment - Logistics of equipment delivery from the manufacturer to the office warehouse. - Work with partners. - Administration of office needs - Work with visa sections - Translation of documents 3. September 2007 till Mar 2010. «VISION TV» LLC (VIASAT). Sales Support Duties: - Analysis of dealer's activity - Analysis of dealer's sales targets fulfillment - Calculation of dealer's commissions - Payment of dealer's commissions - Commissions payment status - Keeping dealer database, creation of dealer numbers, keeping contracts with dealers, drawing up procedures - Development and management of «The Best Dealers» project - Development and management of «Delivery via Dealer» project - Development of «Dealer Support Line» project - Delivering presentations to dealers - Gathering and analysis of stock at importers' and distributors' stock houses - Sales analysis of competitors - Working with customer and dealer electronic databases, 1C, iBank, managing the software modification - Development of «Partner» page on the company web site - Creation and sending out of information letters to dealers - Working with dealers' primary documentation - Budgeting - Close work with financial and customer service departments Achievements: Automated the process of commissions calculation and payment to dealers 5. May – October 2005 "Connection" Student Support Centre (USA NY) Assistant to the Director Duties: - Registering students coming to the USA to work - Opening bank accounts for students - Working with employers who provide workplaces for students - Keeping database of jobs and housing available for new students At the same time I held a position of a prize redemption clerk in an amusement center. National Agrarian University Master of economics Graduation thesis – Business-plan «How to open e-shop» Experienced user, MS Office (Word, Excel, PowerPoint), Acrobat Reader, Internet Explorer, Microsoft Outlook. Russian, Ukrainian (native), advanced English (written, spoken, business) valid driving license "B"; foreign passport; 1C; "Work with clients' rejections", Business-Trainer Derevytskiy