Ivanu Liudmyla

AVIATION SECURITY

21 червня 2021 Місто: Київ

Вік: 42 роки
Режим роботи: повний робочий день, позмінна робота, плаваючий графік роботи
Категорії: Охорона, безпека, Транспорт, автосервіс, Робота за кордоном

✔ Готова до відряджень

Увійдіть або зареєструйтеся на сайті як роботодавець, щоб бачити контактну інформацію.

Досвід роботи

Assistant security officer

EL AL Israel Airlines LTD (Aviation), Київ
02.2014 – 08.2020 (6 років 6 місяців)

Обов'язки:

- Aircraft & Passengers Safety
- Profiling of the passengers
- Information gathering and analysis (open sources, professional sources, personal convesation)
- Defining security measures based on the information collected
- Detecting & Preventing terror attacks on aircraft (ground,midair)
- Detecting & Preventing terror attack on passengers
- Detecting & Preventing terror attack on Crew
- Providing security measures to aircrafts and crew
- Providing security measures & checks for service providers
- Coordination of security services cooperation
- Emergency behavior and actions analysis
- Development and improvement of the emergency actions protocols

✔ Є рекомендації з даного місця роботи

sales manager

LLC "D Trade" (sales), Київ
11.2010 – 12.2013 (3 роки)

Обов'язки:

- Development of existing retail customers net
- Looking for new retail customers
- Build distribution net across the region
- Initial & ongoing negotiations with potential\existing clients
- Coordination & signing of agreements
- Control over the fulfillment of agreement’s obligations
- Control over the financial obligations
- Creation of orders of goods, considering customer’s individuality
- Control over the delivery & return of goods
- Logistics creation & improvement
- Market tendencies analysis
- Monitoring of the competitor’s activities in the region
- Price policy development

✔ Є рекомендації з даного місця роботи

Sales representative

LLC "Technocom" (Торгівля), Київ

12.2009 – 09.2010 (9 місяців)

Обов'язки:

- Creation of retail customers net from the very beginning
- Looking for new business opportunities
- Finding & developing new markets (retail, wholesale)
- Initial & ongoing negotiations with potential\existing clients
- Development & implementation of assortment
- Coordination & signing of agreements
- Control over the fulfillment of agreement’s obligations
- Control over the financial obligations
- Control over the delivery & return of goods
- Logistics creation & improvement

✔ Є рекомендації з даного місця роботи

Sales representative

LLC "STM Plus" (Торгівля), Київ

07.2008 – 12.2009 (1 рік 5 місяців)

Обов'язки:

- Car chemistry & cosmetics
- Development of cooperation with such gas station networks: “KLO”, “WOG”, “LUK oil”, “ANP”, “Shell”, “UkrAvto”, “BRSM-Nafta”, “MARSHAL”, “Vesta”, “TNK” in 5 regions of Central & North Ukraine
- Development of cooperation with “ Auchan” & “Karavan” hypermarket network in Kyiv, Zhytomyr & Cherkasy city
- Ongoing negotiations with senior level decision makers
- Development & implementation of assortment
- Control over the fulfillment of agreement’s obligations
- Control over the financial obligations
- Control over the delivery & return of goods
- Logistics improvement
- Market tendencies analysis
- Monitoring of the competitor’s activities in the region
- Price policy development

sales manager

LLC "DC"Slavutych" (Торгівля), Київ

08.2006 – 07.2008 (1 рік 10 місяців)

Обов'язки:

- Ongoing negotiations with high level decision makers
- Development of cooperation with “BumiMarket”, “B-Market”, “ATB”, “Kvartal Econom” supermarket networks
- Development & implementation of assortment
- Control over the fulfillment of agreement’s obligations
- Control over the financial obligations
- Control over the delivery & return of goods
- Logistics improvement
- Looking & hiring of staff
- Merchendisers team’s managment
- Development of planograms
- Market tendencies analysis
- Monitoring of the competitor’s activities
- Price policy development

office manager

OJSC "ATP - 13058" (Перевезення), Київ

02.2005 – 05.2006 (1 рік 2 місяці)

Обов'язки:

- Providing of operating of a carwash

- Cooperation with existing & potential clients
- Looking & hiring of staff
- Cooperation with suppliers
- Business Document Management
- Financial statements

Освіта

National Aviation University (Київ)

Спеціальність: Computer Science Faculty,Informational control systems & technologies Specialty

незакінчена вища, 09.2001 – 05.2005 (3 роки 7 місяців)

Додаткова освіта

• Aviation Security Course , Terrorism threats. Tel Aviv, Israel 2014

Знання мов

Англійська - Вище середнього, Українська - Високий рівень (вільно), Російська - Високий рівень (вільно)

Додаткова інформація

Знання комп'ютера, програм: Confident user
Особисті якості, хобі, захоплення, навички: PERSONAL QUALITIES • Diligence • Responsibility • Honesty • Attention to details • Stress Resistant • Open Mind • Analytical mind • Critical mind • Fast decision-making ability • High communication level • The ability to learn quickly • Readiness for Business trips • Readiness for Irregular schedule SKILLS • Unique profiling skills. • Unique experience of working in Israeli security system. • Emergency behavior and actions analysis • Development and improvement of the emergency actions protocols • Coordination of cooperation between different services. • The ability to work under extreme pressure. • The ability to work in multitasking mode. • Working with a team as well as independently. • The ability to follow instruction.
Мета пошуку роботи, побажання до місця роботи: • To apply my skills and experience for company success & my own. • To grow professionally and financially.