

Pinchuk Olga

JUNIOR KEY ACCOUNT MANAGER

9 травня
2021

Місто: [Київ](#)



Вік: 37 років

Режим роботи: повний робочий день

Категорії: Медицина, фармацевтика, Виробництво, Торгівля, продажі, закупівлі

✓ Готова до відряджень

[Увійдіть](#) або [зареєструйтеся](#) на сайті як роботодавець, щоб бачити контактну інформацію.

Досвід роботи

Key Account Sales Manager

Studio of soft furniture «INTERIA» (production of furniture), Київ

10.2020 – По теперішній час (5 років 3 місяці)

Обов'язки:

- documentation and sales support;
- preparation of a commercial offer,
- product design;
- assistance with the selection of upholstery material, determining the dimensions of products for customer needs
- collaboration with designers, design studios and architects

Sales Manager (inbound tourism)

GREEN TOUR UKRAINE (Inbound toueism), Київ

05.2008 – 08.2020 (12 років 3 місяці)

Обов'язки:

- Development and implementation of annual strategy for the directions like Ukraine (excl Kyiv), Belarus, Moldova and Transnistria
- Tours development and planning (average to 10 per year) for the local & foreign groups and individuals
- Implementation of new products (from 5 up to 10 per year) for Tripadvisor, Getyourguide, Expedia, Viator, Musement
- Document management and payment **control**
- Accompaniment of tourist groups in Europe up to 46 people (in 2015)
- Successful Client Management: control of the order, payment, building strong relationship with a customer
- Organization of conferences (up to 100 people)
- Successful negotiations with local&foreign partners and clients
- Comparison of current portfolio (tours, activities, services etc) VS local and foreign competitors
- Processing of all day-to-day request

Sales manager

RESTAURANT GUIDE (Advertising and information services), Київ

05.2007 – 09.2007 (4 місяці)

Обов'язки:

- Building and development a client base
- Negotiations with business owners and marketing managers

- Development and approval of 8 advertising projects with clients
- Preparation and handling of all the documents needed (cost estimation, budget, customer's application, technical assignment for the designer, contract, invoices etc).

Manager

TRADE KAGANAT (Petroleum store), Київ

06.2006 – 04.2007 (10 місяців)

Обов'язки:

- Strategic planning of store development
- Sales forecasting, stock's management, order's placement
- Structural and quality analysis of the customer service
- Control of staff work and adherence to the internal rules

Business Development Executive – Supermarket Sales Manager

ТМ "ЕКО" (spices and seasonings), Київ

11.2005 – 05.2006 (5 місяців)

Обов'язки:

- Creation of Clients orders, stocks analysis, optimization of orders, targets performance
- Successful negotiation with key Customers
- Ensuring of equipment and POSM materials maximum presence in retail outlets
- Reports about present product, placement, analysis of competitor

Освіта

Kyiv National University of Trade and Economics (Київ)

Спеціальність: Faculty of restaurant, hotel & tourism business, Management of the Organization

повна вища, 09.2005 – 07.2011 (5 років 9 місяців)

Додаткова освіта

- Course "Basics of modern information technologies" - 2005
- American English Center - 2008
- Rhetoric club "Strength of word" - 2010
- British Sky lines English School - 2015
- White Sales School - 2020

Знання мов

Англійська - Вище середнього

Додаткова інформація

Знання комп'ютера, програм: MS Office, Google Docs, Internet

Мета пошуку роботи, побажання до місця роботи: At the moment I realized that I want to change the sphere where I could use all my skills. I'm very eager to gain a new experience