Якименко Александр



HEAD OF SALES DEPARTMENT, 40 000 ГРН.

27 вересня 2022 Місто: Київ

Вік: 39 років
Режим роботи: повний робочий день
Категорії: Керівництво, Торгівля, продажі, закупівлі

✔ Перебуваю в шлюбі ✔ Готовий до відряджень

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

Опис

Yakymenko Alexander

Age: 35 years

City: Kiev

Contact Information

Work experience

Project manager

05.2021 – 06.2022 (1 years 1 months)

LLC “Compass Engineering” (Ukrainian IT company specializing in industry solutions for engineering and IT infrastructure automation)

- search and attraction of potential clients;

- conducting commercial negotiations, making deals;

- sale of solutions and implementation of projects for the construction of engineering and IT systems;

- development and support of partnership relations with corporate clients;

- relationship management in current projects;

- participation in tenders;

- organizing and conducting presentations for clients.

Leading specialist of the automation department

02.2020 - 02.2021 (1 year)
LLC "INKOMTECH - PROJECT", Kiev (industrial automation equipment suppliers)

- search and attraction of new clients;
- analysis of the market of competitors and the market of potential customers;
- receiving and processing orders;
- technical consultation on equipment for industrial automation for such brands as (Beckhoff, MOXA, Advantech, ICP DAS, Dataforth Corporation, Axiomtek, Nexcom, IEI - Technology, etc.);

- selection of equipment for industrial automation;
- conclusion of contracts;
- control of mutual settlements;
- holding meetings and negotiations.

Head of Sales Department

10.2013 - 05.2019 (5 years 7 months)
LLC "SSI Shaefer", Kiev (warehouse and production equipment)

- sale of equipment (from small units to large automatic and robotic lines) for the FMCG markets (farm, food, drinks);
- B2C, B2B planning for wide areas of business and industry, lines of storage, selection, sorting, packaging, transportation;
- organization and conduct of presentations / commercial offers;
- meetings with potential customers;
- customer information support, further development of concepts and solutions to the tasks;
- preparation and signing of agreements / contracts (import-export);
- planning and control of purchases / deliveries;
- control of execution of equipment start-up / installation work;
- planning and market analytics on equipment demand;
- business trips with the successful implementation of projects on the sales market: Ukraine, Belarus, EU, Georgia, Armenia, Moldova, Uzbekistan, Mongolia;
- implementation of large warehouse projects in Ukraine with automatic equipment since 2013: projects (Venta LTD, Gamma 55, MTI, etc.).

Sales manager

01.2013 - 09.2013 (8 months)
LLC “Teknopak”, Kiev (equipment suppliers for production)

- maintaining a customer base;
- processing requests and terms of reference for the purchase of equipment;
- preparation of commercial offers;
- maintaining contracts with an existing customer base;
- search and meetings with potential customers;
- negotiations and correspondence with foreign suppliers;
- analysis of the market and competitors.

Engineer ACS

01.2012 - 09.2012 (8 months)
LLC "Lend Lord", Kiev region (smart house)

- maintenance of air conditioning and ventilation systems;
- performance monitoring of instrumentation;
- water treatment of the pool, font, central pumping station, cold water pumping station, treatment facilities, boiler room, diesel generator;
- work with the program "Jonson Control", "KNX";
- work with existing contractors, foreign clients for servicing a smart home.

Engineer APCS

07.2010 - 12.2011 (1 year 5 months)
LLC “Tehinservis”, Kiev (engineering company)

- planning and development of projects for sugar production;
- search for potential suppliers of equipment, systems and services for possible cooperation and offers on the Ukrainian market;
- chief - installation;
- organization and commissioning and technological equipment;
- training;
- turnkey delivery of the facility.

Sales manager of instrumentation and automation

10.2009 - 03.2010 (5 months)
LLC "Photonika", Kiev (official supplier of Endress + Hauser equipment in Ukraine.)

- selection of control and measuring equipment and automation;
- sale and promotion of goods;
- preparation of commercial offers, billing;
- maintaining working and reporting documentation on clients;
- implementation of the sales plan with active customer search.

Fitter of instrumentation and automation

07.2008 - 09.2008 (2 months)
dairy plant LLC "Galakton", Kiev (dairy plant)

- maintenance and control of the working condition of electrical equipment, instruments for measuring control technological parameters;
- implementation of planned preventive measures for equipment maintenance;
- interaction with other divisions in the company in order to efficiently perform equipment repair tasks.

Promoter, consultant, sales representative

09.2004 - 06.2008 (3 years 9 months)
"Power Plus","Atlantic", "UFO", Kiev (sales)

- sale of products;
- customer information support (consulting, sending offers);
- communication with customers (correspondence and meetings);
- increase in sales in this segment;
- reporting on the work performed.

Education

VITI NTUU "KPI"

"OSA" anti-aircraft missile system, Kiev
2007 - 2009 (1 year 11 months)

Military department, junior lieutenant.

National University of Food Technologies

Automation of Process Control Systems, Kiev
2004 - 2009 (4 years 9 months)

Engineer APCS, specialist.

Additional education

Kyiv State Interlingua Language School (10.09.2001-13.07.2003)

Professional and other skills

Abode Photoshop, Corel Draw, 1C, CRM (salesforce.com), Abode Audition, Macromedia Flash, BPWin, AuthoCad, Internet, MathCAD, MATLAB, Compas-3D V8, programming languages (Micro, Turbo Pascal, Remicont, Lomicont, Structured Text, Ladder Diagram, Grafset), Microsoft Office user (Word, Excel, PowerPoint, Access), Scada programs: Vijeo Look, IFix, Trace Mode, controllers software (Schneider Electric, Siemens, Vipa, Mitsubishi Electric);

Language skills

- English — advanced
- Ukrainian — native
- Russian — free

Additional Information

Driver's license category "B" (issued on September 15, 2005), accident-free driving experience of 13 years;
There is a foreign passport;
Personal qualities:
- active life position, dedication;
- responsibility, efficiency, ability to convince and sell;
- initiative, quick learning;
- analytic mind;
- ability to work in multitasking mode.

Interests:
Travel, books, sports.
References:
There is a letters of recommendation (available upon request);