Gogenko Andrii



МЕНЕДЖЕР, 50 000 ГРН.

17 серпня 2022 Місто: Київ

Вік: 66 років
Режим роботи: повний робочий день, вільний графік роботи, плаваючий графік роботи
Категорії: Офісний персонал

✔ Готовий до відряджень

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

Опис

ANDRII GOGENKO

Core competency: Senior Level Sales Manager with 25+ years of experience.

EDUCATION

National Technical University of Ukraine “Igor Sikorsky Kyiv Polytechnical Institute”(1977-1983)

M.S. Mechanical Engineering**.** Specialization in heat transfer for nuclear and conventional power plants.

Ashridge University, United Kingdom (2004-2005)

Sales and Marketing Managers Program

Training programs and sales seminars (1998 – 2010)

Sales and marketing trainings, products (heat exchangers, centrifuges, filters, etc) trainings, equipment design program trainings, regional sales seminars and conferences in Sweden, Argentina, Brazil, Italy, Germany, etc.

WORK EXPERIENCE

2018- Feb 2022: NEXSON UKRAINE (Ukraine), managing director

- Responsible for company management, creating business and sales strategy
- Selling heat exchanges, centrifuges and relating products in Ukraine
- Introducing and sales new products to the market
- Participating in international projects (in Europe, South Africa, Europe)
- Achieved order intake growth and proven sales results.

2012 – 2018: AG TECH AB (Sweden), managing director

- Responsible for company and sales, creating business and sales strategy
- Sales of equipment and solutions (heat exchangers, turbine condensation systems, centrifuges, heat recovery solutions, modules, etc.) for different industries: energy, chemical, metals & mining, oil & gas, food industry, etc
- Achieved high order intake and GM growth

2010 – 2012: APROTECH ENGINEERING AB (Sweden), Eastern Europe and FSU (former Soviet Union countries) Sales Manager

- Sales of different equipment (including heat exchangers, pumps and separation equipment) for different industries: energy, metals & mining, chemical, oil & gas, food, waste water, etc

- Creating business and sales strategy, sales growth plan
- Sales channel networks and partnerships , participation in tenders
- Establishment of wide business connections in different industries and countries
- Achieved high OI and GM growth, proven sales results

1998 – 2010: ALFA LAVAL (Sweden) , Process Technology Division (PTD), Equipment Division (ED) Manager for Ukraine and Moldova at ALFA LAVAL (office in (Ukraine)

- Responsible for Alfa Laval (AL) Process technology division (PTD) and Equipment division (ED) business in Ukraine and Moldova
- Sales of Alfa Laval (AL) products, creating and developing business and sales strategy, technology conversion solutions
- Built motivated, results-oriented sales and sales support team
- Creating of action and market communication plan, competitive situation analysis
- Setting and implementation of the pricing policy, value proposition process
- Creation, development and maintenance of sales and customer relationships , customer pyramid
- Handling of international projects, experience in dealing with large business customers
- Conduction of negotiations on delivery, payment and other conditions
- Organization and participation in seminars, exhibitions and education programs
- Travels throughout the territory to call on customers and sales channels

Key achievements:

- Achieved great results, including having sustained growth of sales order intake with high margin
- Developed new product implementation for new applications for different industries
- Established KA and a sales channels network, results-oriented sales and sales support team

ADDITIONAL INFORMATION

- Languages: English – fluent. Ukrainian and Russian – native language
- Driver’s license, driving experience 35+years, I have a car
- PC literacy: experienced user
- Other interests: tennis, w**ater sports, sailing, travelling, etc**
- **Date of birth: 13.03.1960**

FEEDBACK

Feedback about me can be obtained from:

- Dmytro Marchenko, Global Service Technology Manager, Brewery at Alfa Laval Copenhagen A/S
- Viktor Vyshnevski, Regional Sales Manager at Howden (Denmark)