

## COUNTRY SALES MANAGER, 25 000 ГРН.

🔄 22 січня  
2017

📍 Місто: [Київ](#)

Вік: 49 років

Режим роботи: повний робочий день

Категорії: Керівництво

### Додаткова інформація

Особисті якості, хобі, захоплення, навички: Experience of negotiations on the management level Organization of friendly and efficient team Experience with state controlling bodies Knowledge of the English language on conversational level 10 years of driving experience 2012-2013 (10 months) ООО «Expolightbud Company" Lighting market. Commercial Director. Organization, management and control of the sales department. Analysis of the market by foreign manufacturers (importers: Europe, China), and the range of products offered. Market Analysis of the lighting sector of Ukraine. Planning and control of the purchasing process. The pricing policy and discounts. Optimization of stocks based on market needs. The search for new active sales managers. The introduction of active sales. 2004 – 2012 (over 8 years) LLC “TEGOLA-UKRAINE” Director. Setting up of a company. Setting up all its departments. Personnel selection – accountant, commercial service, production engineer, marketing expert, warehouse personnel, managers of active sales. Administration, organization and control over administration and maintenance activity of the company. Company's budgeting. Approval of the budget with the main office in Italy Cost savings arrangements of the enterprise Initial bookkeeping Control of financial payment, receivables Development of internal reports in 1.C International business Working with customs brokers Working with banks Training to control commercial department Optimization of transportation costs and warehouse logistics Building a sales system (more than 50% working hours) Search of managers of active sales– organization of the team of active agents (to 20 people) Occasional technical and commercial training course for active sellers with the system of testing the knowledge of the market and proprietary product. Training of planning of a business day for agents Assistance to agents at conducting the meeting with important clients – every day meetings throughout Ukraine. Development of the reporting meeting system of agents Annual planning of sales for each region and periodical control of its performance Development of incentive program of active managers and office employees Conducting negotiations with contractors and clients Certification of products, execution of opinions regarding hygiene Development of marketing strategies and commercial policies of the company Building the pricing policy Corporate planning directed at increasing of sales Development of effective distribution policy on the territory of Ukraine as well as locally in separate regions; development and implementation of transporting logistics system. Monitoring and market research, tracking competitive developments Control of prices and dynamics of sales volumes of competitive products Media planning Organizing and running specialized exhibitions throughout Ukraine. 2002 – 2004 PE “Shcheblykin Sergiy Mikhailovich” Head of Italian company Tegola Canadese S.p.a. TEGOLA brand-building on the territory of Ukraine. Active search of potential clients. Meetings with architects, directors of development companies, dealers. Negotiations on the company's management level. Organization and holding of seminars for all types of clients. Kiev Politechnik Institute