

## РУКОВОДИТЕЛЬ ПРОДАЖ, ДИРЕКТОР ПО РАЗВИТИЮ БИЗНЕСА, МЕНЕДЖЕР ПО РЕАЛИЗАЦИИ ПРОЕКТОВ

🔄 22 січня  
2017

📍 Місто: [Київ](#)

Вік: 50 років

Режим роботи: повний робочий день

Категорії: Керівництво

### Додаткова інформація

Особисті якості, хобі, захоплення, навички: Sales & Product introduction of the personal protective equipment with a 15-year career track to the industrial markets of Ukraine. Developing the Product Channel Accounts. Exceptional communicator with a consultative sales style, strong negotiation skills, exceptional problem solving abilities, professional presentation skills and closing. Aggressively identify business opportunities, develop focus and provide technical & business solutions. Inclined in the vital importance of the balanced and optimized management, intercommunication between the departments of the company. Accessibility to the Product Information in the focused market, Product availability for the market and business interests of the final Account and Trader are the most "three buttons" for the successful sales activity. - Customer Focus Selling (CFS) - Account Development & Acquisition - Target Marketing & Penetration - Sales Team leading and Training - Sales Presentation & Closing - Product Channel development & analysis Extensive business travel throughout Ukraine and Europe Fluently communicate, read and write in native Ukrainian, Russian, English Corporate courses on CFS, Six Sigma, Presentation & Negotiation Skills, Time Management Upcoming courses on Project Management (PMI) Project Management Institute • Very mobile and energetic, self-driven by desire to learn, flexible to fluent situations, very innovative, creative, firm and loyal to the company and ideas which work for, prefer to open-hearted human relationship, trust and cooperation in the team. • Constant driving experience (8 years) • MS Office literate with good keyboard ability (blind: 220 lpm English, Russian, Ukrainian) 2011 – Aug 2012 3M Ukraine Senior Sales Representative 2004 – 2011 Sales Representative Occupational Health & Environmental Safety Department • Segmentation & Prioritizing of the market segments with the following development of the Accounts. Identifying business opportunities. Achievements: 3M International Sales & Marketing Professional Award (2007) Team & Department Awards on exceptional sales results (2004-2012) • Broadening the presence on the market by the direct Distributors and second level Traders. Analysis of the Product Channel. With account to significance of the product knowledge and Brand awareness in the market, the accessibility of the product information for the Traders` Sales Staff was vital. It was possible to use the means of trainings and constant intercommunications with the Traders` Sales Stuff in order to gain high loyalty and to achieve the Brand preference of the Final Sales Managers who directly contact Customers. It also made possible to be in touch with continuously updated market data and to work directly with the final Accounts in cooperation with the Traders. • Direct development of the key Accounts by learning cases and problem solving with the product portfolio and business resources. Presentations, specialized OH&ES lectures, instructions, direct contact with the workshops of the Account. Product channel management. • Trainings and lectures for the sales force of the Traders. 2000 – 2004 "Ukrtekstyl" LLC Senior Sales Manager 1997 – 2000 Sales Manager Safety Equipment Department • Leading sales on the following trademarks: Ansell Edmont Industrial, JSP, Howard, Dupont, Ozon, Bacou Intersafe, MSA. • Leading projects on agricultural, energy and construction materials with following co-supply of the safety products to the Accounts. • Product trainings to the sales stuff, coordination of the sales force. • Direct sales to the final Customers of the industrial market. Sales leader. • Development of the Product Channel. 1993 – 1995 International Institute of Business, Management and Law • Bachelor Degree with excellence Manager Future Upcoming courses on Project Management (PMI) Project Management Institute (FEB 2013)