

# Ivanu Liudmyla

## AVIATION SECURITY

🔄 21 июня  
2021

📍 Город: [Киев](#)

Возраст: 42 года

Режим работы: полный рабочий день, посменная работа, плавающий график работы

Категории: Охрана, безопасность, Транспорт, автосервис, Работа за рубежом

✓ Готова к командировкам

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### Опыт работы

#### Assistant security officer

EL AL Israel Airlines LTD (Aviation), Киев

02.2014 – 08.2020 (6 лет 6 месяцев)

#### Обязанности:

- Aircraft & Passengers Safety
- Profiling of the passengers
- Information gathering and analysis ( open sources, professional sources, personal convesation)
- Defining security measures based on the information collected
- Detecting & Preventing terror attacks on aircraft (ground,midair)
- Detecting & Preventing terror attack on passengters
- Detecting & Preventing terror attack on Crew
- Providing security measures to aircrafts and crew
- Providing security measures & checks for service providers
- Coordination of security services cooperation
- Emergency behavior and actions analysis
- Development and improvement of the emergency actions protocols

✓ Есть рекомендации с данного места работы

#### sales manager

LLC "D Trade" (sales), Киев

11.2010 – 12.2013 (3 года )

#### Обязанности:

- Development of existing retail customers net
- Looking for new retail customers
- Build distribution net across the region
- Initial & ongoing negotiations with potential\existing clients
- Coordination & signing of agreements
- Control over the fulfillment of agreement's obligations
- Control over the financial obligations
- Creation of orders of goods, considering customer's individuality
- Control over the delivery & return of goods
- Logistics creation & improvement
- Market tendencies analysis
- Monitoring of the competitor's activities in the region
- Price policy development

✓ Есть рекомендации с данного места работы

## Sales representative

LLC "Техносот" (Торгівля), Киев

12.2009 – 09.2010 (9 місяців)

### Обязанности:

- Creation of retail customers net from the very beginning
- Looking for new business opportunities
- Finding & developing new markets (retail, wholesale)
- Initial & ongoing negotiations with potential\existing clients
- Development & implementation of assortment
- Coordination & signing of agreements
- Control over the fulfillment of agreement's obligations
- Control over the financial obligations
- Control over the delivery & return of goods
- Logistics creation & improvement

✓ Есть рекомендации с данного места работы

## Sales representative

LLC "STM Plus" (Торгівля), Киев

07.2008 – 12.2009 (1 год 5 місяців)

### Обязанности:

- Car chemistry & cosmetics
- Development of cooperation with such gas station networks: "KLO", "WOG", "LUK oil", "ANP", "Shell", "UkrAvto", "BRSM-Nafta", "MARSHAL", "Vesta", "TNK" in 5 regions of Central & North Ukraine
- Development of cooperation with "Auchan" & "Karavan" hypermarket network in Kyiv, Zhytomyr & Cherkasy city
- Ongoing negotiations with senior level decision makers
- Development & implementation of assortment
- Control over the fulfillment of agreement's obligations
- Control over the financial obligations
- Control over the delivery & return of goods
- Logistics improvement
- Market tendencies analysis
- Monitoring of the competitor's activities in the region
- Price policy development

## sales manager

LLC "DC"Slavutych" (Торгівля), Киев

08.2006 – 07.2008 (1 год 10 місяців)

### Обязанности:

- Ongoing negotiations with high level decision makers
- Development of cooperation with "BumiMarket", "B-Market", "ATB", "Kvartal Econom" supermarket networks
- Development & implementation of assortment
- Control over the fulfillment of agreement's obligations
- Control over the financial obligations
- Control over the delivery & return of goods
- Logistics improvement
- Looking & hiring of staff
- Merchandisers team's management
- Development of planograms
- Market tendencies analysis
- Monitoring of the competitor's activities
- Price policy development

## office manager

OJSC "АТР - 13058" (Перевезення), Киев

02.2005 – 05.2006 (1 год 2 місяця)

### Обязанности:

- Providing of operating of a carwash

- Cooperation with existing & potential clients
- Looking & hiring of staff
- Cooperation with suppliers
- Business Document Management
- Financial statements

## **Образование**

### **National Aviation University (Киев)**

Специальность: Computer Science Faculty, Informational control systems & technologies Specialty  
неоконченное высшее, 09.2001 – 05.2005 (3 года 7 месяцев)

## **Дополнительное образование**

- Aviation Security Course , Terrorism threats. Tel Aviv, Israel 2014

## **Знание языков**

Английский - Выше среднего, Украинский - Продвинутый (свободно), Русский - Продвинутый (свободно)

## **Дополнительная информация**

Знание компьютера, программ: Confident user

Личные качества, хобби, увлечения, навыки: PERSONAL QUALITIES • Diligence • Responsibility • Honesty • Attention to details • Stress Resistant • Open Mind • Analytical mind • Critical mind • Fast decision-making ability • High communication level • The ability to learn quickly • Readiness for Business trips • Readiness for Irregular schedule SKILLS • Unique profiling skills. • Unique experience of working in Israeli security system. • Emergency behavior and actions analysis • Development and improvement of the emergency actions protocols • Coordination of cooperation between different services. • The ability to work under extreme pressure. • The ability to work in multitasking mode. • Working with a team as well as independently. • The ability to follow instruction.

Цель поиска работы, пожелания к месту работы: • To apply my skills and experience for company success & my own. • To grow professionally and financially.