

Pinchuk Olga

JUNIOR KEY ACCOUNT MANAGER

🔄 9 мая 2021 📍 Город: [Киев](#)



Возраст: 36 лет

Режим работы: полный рабочий день

Категории: Медицина, фармацевтика, Производство, Торговля, продажи, закупки

✓ Готова к командировкам

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Опыт работы

Key Account Sales Manager

Studio of soft furniture «INTERIA» (production of furniture), Киев

10.2020 – По настоящее время (4 года 6 месяцев)

Обязанности:

- documentation and sales support;
- preparation of a commercial offer,
- product design;
- assistance with the selection of upholstery material, determining the dimensions of products for customer needs
- collaboration with designers, design studios and architects

Sales Manager (inbound tourism)

GREEN TOUR UKRAINE (Inbound toueism), Киев

05.2008 – 08.2020 (12 лет 3 месяца)

Обязанности:

- Development and implementation of annual strategy for the directions like Ukraine (excl Kyiv), Belarus, Moldova and Transnistria
- Tours development and planning (average to 10 per year) for the local & foreign groups and individuals
- Implementation of new products (from 5 up to 10 per year) for Tripadvisor, Getyourguide, Expedia, Viator, Musement
- Document management and payment **control**
- Accompaniment of tourist groups in Europe up to 46 people (in 2015)
- Successful Client Management: control of the order, payment, building strong relationship with a customer
- Organization of conferences (up to 100 people)
- Successful negotiations with local&foreign partners and clients
- Comparison of current portfolio (tours, activities, services etc) VS local and foreign competitors
- Processing of all day-to-day request

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Sales manager

RESTAURANT GUIDE (Advertising and information services), Киев

05.2007 – 09.2007 (4 месяца)

Обязанности:

- Building and development a client base
- Negotiations with business owners and marketing managers
- Development and approval of 8 advertising projects with clients

- Preparation and handling of all the documents needed (cost estimation, budget, customer's application, technical assignment for the designer, contract, invoices etc).

Manager

TRADE KAGANAT (Petroleum store), Киев

06.2006 – 04.2007 (10 месяцев)

Обязанности:

- Strategic planning of store development
- Sales forecasting, stock's management, order's placement
- Structural and quality analysis of the customer service
- Control of staff work and adherence to the internal rules

Business Development Executive – Supermarket Sales Manager

ТМ "ЕКО" (spices and seasonings), Киев

11.2005 – 05.2006 (5 месяцев)

Обязанности:

- Creation of Clients orders, stocks analysis, optimization of orders, targets performance
- Successful negotiation with key Customers
- Ensuring of equipment and POSM materials maximum presence in retail outlets
- Reports about present product, placement, analysis of competitor

Образование

Kyiv National University of Trade and Economics (Киев)

Специальность: Faculty of restaurant, hotel & tourism business, Management of the Organization

полное высшее, 09.2005 – 07.2011 (5 лет 9 месяцев)

Дополнительное образование

- Course "Basics of modern information technologies" - 2005
- American English Center - 2008
- Rhetoric club "Strength of word" - 2010
- British Sky lines English School - 2015
- White Sales School - 2020

Знание языков

Английский - Выше среднего

Дополнительная информация

Знание компьютера, программ: MS Office, Google Docs, Internet

Цель поиска работы, пожелания к месту работы: At the moment I realized that I want to change the sphere where I could use all my skills. I'm very eager to gain a new experience