



Datele de contact sunt contra cost. Detalii aici: <https://www.rabota.md/ro/prices/cv>

Сотрудник

Despre mine

Responsible for my actions and following effects.

Prefer laconic way of communication.

Ability to avoid conflict situations, ability to resolve those, in case it was inevitable.

Any started business, I do as good as possible, or I do not undertake it at all.

Able to perform several cases at the same time.

The ability to find the fastest and best way to solve problems. • Observant.

Plodding.

Experiența profesională

Car Hauler Dispatcher · Lion Express / G17 / RTS Rugs

Martie 2021 - Octombrie 2022 · 1 an 8 luni

Address problems and requests by transmitting information or providing solutions.

Dispatch loads for auto hauling trucks.

Prioritize calls according to urgency and importance.

Provide drivers with assistance with load delivery issues/concerns.

Provide field units with information about orders, traffic, obstacles and requirements.

Enter data in computer system and manage driver logs and records of calls, activities and other information.

May be some weekends on call.

Sales department representative · XOR

Iunie 2020 - Februarie 2021 · 9 luni

Qualify leads from marketing campaigns as sales opportunities

Contact potential prospects through cold calls and emails

Present our company to potential prospects

Identify prospect's needs and suggest appropriate products/services

Build long-term trusting relationships with prospects

Proactively seek new business opportunities in the market

- 👤 33 ani
- ♂ Masculin
- 📍 Chișinău
- 💰 35 000 MDL

Preferințe

- Full-time

Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Engleză** · Fluent

Permis de conducere

Categoria: B

Cu automobil personal

Set up meetings or calls between (prospective) customers and Sales Executives

Report to the Sales Manager on sales results

SDR · XOR

Decembrie 2019 - Iunie 2020 · 7 luni

Generating leads.

Meeting or exceeding sales goals.

Negotiating all contracts with prospective clients.

Helping determine pricing schedules for quotes, promotions, and negotiations.

Preparing weekly and monthly reports.

Giving sales presentations to a range of prospective clients.

Coordinating sales efforts with marketing programs.

Understanding and promoting company programs.

Obtaining deposits and balance of payment from clients.

Preparing and submitting sales contracts for orders.

Visiting clients and potential clients to evaluate needs or promote products and services.

Maintaining client records.

Answering client questions about credit terms, products, prices, and availability.

Sales manager · International Travel Network

Octombrie 2018 - Noiembrie 2019 · 1 an 2 luni

Process new clients' inquiries - receive incoming calls and make outgoing calls on demand.

GDS activity - engage with other agents to find and deliver the best solutions to clients in a designated GDS (Global Distribution System) software.

Callback & Follow-up - Make sure clients are happy and satisfied with our services from start to finish, ensuring continuation of cooperation.

Close deals/sales - Secure and close sales

Branch Director · Ltd. Bangkok-Latex · Bangkok

Mai 2016 - Iunie 2018 · 2 ani 2 luni

Break-even branch activity organization.

Building trade policy.

Rational distribution of duties among employees.

Inspection of the implementation of the plan.

Work inspection.

Monitoring the correctness of the provision of services to customers.

Work in the interests of the organization.

Development Director · Ltd. Bangkok-Latex · Bangkok

August 2014 - Mai 2016 · 1 an 9 luni

External development of the company - opening of branches, partnership, access to new markets.

Analysis and improvement of the company's business processes.

Marketing management (events, promotions, sales, participation in exhibitions, product presentations and so on) and sales.

Management of product range, pricing, sales policies.

Employee Management (cast, training, motivation).

Sales Manager/Development Manager · Ltd. Bangkok-Latex · Pattaya

Iulie 2013 - August 2014 · 1 an 2 luni

Search and attract new customers.

Receiving goods and the maintenance of its presentation in trading halls.

Partners and dealers marketing control.

Sector & competitors monitoring (prices, range, marketing)

Researches analysis & reporting ;

New company branches opening and performance control.

Training for shop sellers & distributors employee.

Tours sales manager · Ltd. Anex-tour · Pattaya

Februarie 2013 - Iunie 2013 · 5 luni

Develop proposals for coordination of tour products, taking into account individual and special requirements of customers

Insure services booking, confirmation and registration of those.

Take part in elaborating new techniques and methods of tour services sales.

Excursion guide, shop guide · Ltd. Anex-tour · Pattaya

Octombrie 2012 - Februarie 2013 · 5 luni

Search and study cultural, historical materials.
Develop tour programs.
Provide safety and behavioral briefings.
Carry out translation functions.
Give first aid.
Coordinate tourists actions in complex and/or dangerous situations.

Transfer-guide · Ltd. Anex-tour · KemeP
Iulie 2012 - Octombrie 2012 · 4 luni

Accompanying tourists from airport to hotel and back.
Providing useful and interesting information to the clients in order to make the ride less tiresome and prepare them for following activities.
Ensure tourists security.
Coordinate trip itinerary.
Give first aid.

Studii: Superioare incomplete

ASEM

Absolvit în: 2012

Facultatea: Tourism and social technologies

Specialitatea: Tour operator

Commercial College

Absolvit în: 2010

Facultatea: Tourism

Specialitatea: Tourism and Hotel Business