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👤 29 years  
♂ Male  
📍 Chişinău  
💰 18 000 MDL

in

## TOP Skills

- **Budgeting and Financial Planning** · 5 years
- **Store Management** · 5 years
- **Trade Process Management** · 5 years
- **Sales Growth and Partner Acquisition** · 5 years
- **Product Receipt and Shipment Oversight** · 5 years
- **Sales Analytics and Reporting** · 5 years

## Preferences

- Full-time

## Languages

- **Romanian** · Medium
- **Russian** · Fluent
- **Ukrainian** · Fluent
- **English** · Communication
- **Polish** · Fluent

## Driving licence

Category: B

# Import / Export Manager

## About me

I am a resilient and goal-oriented professional ready for intensive work and new challenges. My strengths include a high level of responsibility, the ability to adapt effectively to changing conditions, and finding solutions quickly in complex situations. I possess strong analytical skills and a talent for teamwork to achieve shared goals, which helps me deliver exceptional results in any field.

## Work experience

### Import/Export Manager for Agricultural Products · LCC Kasko Group

July 2024 - Present · 6 months

1. Managed import and export processes for agricultural products, including logistics organization and supply of goods to countries across Europe and the UK.
2. Negotiated and signed contracts with international partners (Moldova, Romania, Poland, Italy, Bulgaria, Turkey, Hungary, the UK).
3. Handled negotiations, resolved issues related to refunds and contract fulfillment with clients and suppliers.
4. Developed business strategies to improve company profitability and implemented innovative solutions to enhance operational efficiency.
5. Analyzed the agricultural product market in key countries, researched customer and competitor needs.
6. Coordinated procurement and sales of products, optimized inventory to improve operational effectiveness.
7. Personally participated in meetings with partners, maintained long-term relationships, and ensured successful transactions.
8. Organized and controlled logistics, resolved issues related to delivery and storage of goods.
9. Managed documentation and reporting for sales, procurement, and financial transactions.

Skills: Import/Export Process Management, Contract Negotiation and Management, Client and Supplier Relations, Business Strategy Development, Market Analysis and Competitor Research, Procurement and Sales Coordination, Inventory Optimization, Logistics Coordination and Problem-Solving, Documentation and Financial Reporting

## **Procurement Manager** · Grafit Holding

*November 2022 - July 2024 · 1 year 8 months*

1. Searched for new partners, negotiated deals, and ensured the full cycle of their implementation from the first contact to completion.
2. Optimized procurement processes, analyzed supplier offers, and improved cooperation terms.
3. Organized product procurement in Europe, managed logistics, and coordinated sales across the European market.
4. Managed all stages of deals, ensuring high efficiency and timely fulfillment of obligations.
5. Developed and implemented new business ideas and startups aimed at increasing profitability and business growth.
6. Participated in startup projects, successfully passing selection stages and presenting promising solutions for attracting funding.

**Skills:** Partner Acquisition and Negotiation, Procurement Process Optimization, Supplier Evaluation and Contract Management, Logistics and Sales Coordination, Deal Management and Execution, Business Development and Innovation, Startup Project Participation and Funding

## **Chief Executive Officer (CEO)** · LLC Demkobud Group · Kyiv

*March 2019 - October 2022 · 3 years 8 months*

1. Organized and supervised the company's operations, ensuring the achievement of strategic and operational goals.
2. Established and developed relationships with strategic partners and clients (100+ stores).
3. Analyzed the Ukrainian market, developed strategies for sales growth and increasing the company's market share.
4. Managed the sales, marketing, and implementation departments, ensuring the achievement of plans and standards.
5. Monitored compliance with contractual obligations, handled customer complaints and disputes.
6. Conducted manager training, implemented sales standards, and monitored the execution of pricing policies.
7. Planned the company's development, organized marketing activities to enhance customer loyalty.
8. Managed human resources issues: recruitment, training, performance evaluation, and employee motivation.
9. Developed internal regulations and work standards, maintained up-to-date customer databases.
10. Fostered a positive work environment, demonstrating professionalism and leadership.

**Skills:** Operations Management, Strategic Partnership Development, Market Analysis and Sales Strategy, Sales, Marketing, and Implementation Leadership, Contract Management and Dispute Resolution, Sales Training and Standard Implementation, Customer Loyalty Programs, Human Resources Management, Regulation Development and Database Management, Team Leadership and Professionalism

**Deputy Store Manager** · Artem Voynarowski Sp. z o.o. · Warsaw

*September 2013 - January 2019 · 5 years 5 months*

1. Performed the duties of the store manager in their absence, ensuring the smooth operation of the business.
2. Developed sales growth and partner acquisition plans; coordinated them with the company director.
3. Participated in the company's quarterly budgeting process.
4. Organized and supervised trade processes across Poland.
5. Managed staff operations and ensured compliance with merchandising standards.
6. Was responsible for recruitment, training, and development of employees.
7. Oversaw product receipt and shipment processes.
8. Coordinated with regulatory authorities to ensure compliance with all legal requirements.
9. Managed product assortment and inventory, optimizing them to increase sales.
10. Prepared analytical sales reports for management.

**Skills:** Store Management, Sales Growth and Partner Acquisition, Budgeting and Financial Planning, Trade Process Management, Product Receipt and Shipment Oversight, Sales Analytics and Reporting

## **Desired industry**

- Procurement / Supply Chain

## **Education: Higher**

### **Lazarski University**

*Graduated in: 2018*

Faculty: Economics

Speciality: Business and Economic Analysis

## **Courses, trainings**

### **English Language Course**

*Graduated in 2018*

Organizer: TOEIC