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# Administrator, CEO, Managing Director

## Despre mine

Dear head-hunters!

I'm not over-qualified or an old-school dude. Consider myself as one of the best fitted CEO (Top manager or Project Leader) for any difficult task resolution, fast & efficient problem solving (so called doing business in Moldova).

I keep on learning, reading. I'm a team worker, much more stress-resistant as before.

Father of 4 children. I stand with Ukraine.

What I am doing perfect:

Matching the different views and opinions into shared goals and objectives.

My philosophy: Stay Hungry. Stay Foolish! Never surrender!

My advantages

- Excellent analytical & communication skills;
- Wide range professional background and experience;
- Open minded;
- Learning by doing.

## Experiența profesională

**Commercial Director, Sales&Marketing** · JSC Trimetrica SRL

*Mai 2017 - Prezent · 7 ani 10 luni*

GIS Solutions for Business

ArcGIS Platform

[www.esri.com](http://www.esri.com)

Business solution provider who happens to solve geospatial problems. ESRI Solutions for Business. ArcGIS Platform.

Improving network planning, controlling costs, enhancing customer service, and expanding the business by making more strategic decisions with Esri technology.

Esri ArcGIS technology enables a more intelligent, integrated approach to planning network expansions, analyzing customer trends, and developing green initiatives.

- 51 ani
- Masculin
- Chișinău
- 50 000 MDL

## Preferințe

- Full-time

## Limbi

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

## Permis de conducere

Categoria: B

Cu automobil personal

## **Expert** · Agribusiness (Lider-Agro Monthly review)

*Februarie 2017 - Prezent · 8 ani 1 lună*

Free-lance activity (Lider-Agro SRL)

Strategic Planning,  
Consulting,  
Capacity building,  
Re-branding,  
Re-marketing.

## **Professional Background** · Career

*August 1995 - Prezent · 29 ani 7 luni*

Professional background - Cover Letter:

An extensive experience in business administration, sales, negotiations, due diligence as a dispute-resolution technique.

My professional background covers 19 years of different business activities as CEO, CVO, CD, Project Manager, Business Analyst, Expert, Consulting, Sales & Marketing.

From 1995 till 2001 I was serving different positions at the Ministry for Foreign Affairs, including diplomatic missions in Russia, Finland & Kazakhstan, Government, Prime-minister's office and the World Bank Program for Moldovan enterprises restructuring and technical assistance (ARIA).

Analytic skills are in demand of political parties & movements, local consulting companies, JSC in the process of restructuring, new start-up businesses.

Wide practical experience in different fields of activity within last 19 years resulted by four implemented new business projects - that serves as the best recommendation.

Master Degree in Diplomacy, MA - International Relations Department, Institute of International Relations of Taras Shevchenko National University of Kyiv, Ukraine, 1995.

Project Leader of different international projects;

During past 6 years, I was involved in several consulting projects: Strategic Consulting & E-commerce development.

Act as an Expert with some global consulting companies GLG, Silverlight Research, OnFrontiers and other.

Keep on distance learning GIS, Geo-marketing, Dig Data Alalysis.

## **Managing Director & CEO** · JSC - Ukrainian Co.

*Iulie 2016 - Februarie 2017 · 8 luni*

CRISIS MANAGEMENT (Short-term partnership)

Automotive H/V/A/C. Special Purpose Vehicles.

Wholesale/retail trade. B2B, B2C.

Services.

Consulting.

## **Director Comercial (sales, marketing)** · Nova

## **Poshta Moldova**

*Aprilie 2015 - Mai 2016 · 1 an 1 lună*

Successful launching of Nova Poshta onto the Moldovan market in 2015.

Since May 2015:

Launching of new post products and services to B2B/B2C & E-commerce customers (Domestic).

Since December 2015:

a) cross-border international post/parcels & non-standard goods delivering from/to Europe, Ukraine.

b) dedicated linehaul Romania-Moldova (launch since March 2016) - B2C.

c) Izrael - Moldova cross-border express-delivery linehaul C2C

d) Autumn 2015 - Promotion and marketing campaign "Nova Poshta Moldova" B2B, B2C.

In charge of:

Key accounts - MLM

Corporate Sales

Active Sales

Marketing & Promotion

Benchmarking

24 hours domestic express delivery - (Moldova/Chisinau)

B2B Cross-border delivery

COD

## **Deputy CEO, international** · Wholesale trading company

*Noiembrie 2013 - Aprilie 2015 · 1 an 6 luni*

Due Diligence, Risk Management; Marketing Strategy of New Joint projects;

- to negotiate the contracts, new deals with foreign suppliers (Russia, Ukraine, Romania, China);

- monitoring and benchmarking of local and foreign markets of raw materials (construction, fertilizers, transport infrastructure etc.)

- in charge of new investment projects (Russia);

- in charge of joint venture projects (Ukraine, China);

- export-import operational activity;

- in charge of joint Moldova-Ukrainian "roads rehabilitation" project.

## **CVO, CEO, SD, BD** · Different Consulting Projects

*Septembrie 2009 - Noiembrie 2013 · 4 ani 3 luni*

Capacity building;

Feasibility study;

Strategic consulting;

Forecasting;

Re-branding;

New Business Development;  
New Product Development;  
Marketing Research;  
Start-ups;  
New Market Development

## **Studii: Superioare**

### **Ukrainian Institute of International Relations at Kiev State University**

*Absolvit în: 1995*

Facultatea: International Relations

Specialitatea: Master of Arts (M.A.), International Relations

## **Cursuri, training-uri**

### **Active Sales, Communication Skills, Project Management**

*Absolvit în 1998*

Organizator: Mercuri International, [www.mercuri.net](http://www.mercuri.net)

### **20 keys@**

*Absolvit în 1999*

Organizator: ARIA (World Bank)