



Vladislav Krasnikov

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41 Лет/Года

Локация работы : Тбилиси

Пол : Мужчина

Образование : Бакалавр

Опыт : > 10 лет

Сейчас я : Ищу работу

Сектор : Розничная и оптовая торговля

Рабочая область : Управление проектами

Мобильность : Международная

Испытательный срок : Согласительный

Вид договора : Бессрочный , Срочный, Контракт,

Временный, Сезонный, Несколько договоров

Рабочая время : Полный рабочий день

Водительские права : В, С

Commercial Director

GE01476639

Confident PC user (AutoCAD, CorelDRAW, PhotoSHOP, 1C, etc.), extensive experience in organizing, strengthening and developing a business and promoting it to the interregional level. Energetic, proactive and full of ideas.

Socionic type: Guardian (Dreiser, Ethical-sensory introvert, ISFJ)

Опыт работы

Commercial Director (Руководство)

- Management of the sales department; - Negotiations with key clients; - Development of the structure of the sales department; - Staff training and trainings; - Development of a strategic plan for anti-crisis management; - Implementation of internet marketing; - Sales planning and production planning; - Development of tactical behavior for managers in a highly competitive environment; - Participation in the development of new products,

including fundamentally new areas in business development; - Development of global measures to overcome the crisis, taking into account the economic situation and internal resources.

Компания : «ArmRosPlast» LLS, Erevan, RA (Производство и продукция)

апреля, 2023 - сентября, 2023

Sales Director (Руководство)

- Organization of the wholesale sales process from scratch (control of the work of field managers, control of deliveries, personal negotiations with key customers); - Development of new areas (opening of new production areas, organization of production, recruitment, selection of equipment and production areas, outsourcing of certain business processes); - Work with accounts receivable; - Entry into a closed narrowly segmented market from scratch; - Organization of security (interaction with security and collection organizations, route planning and security of field managers, including training and obtaining licenses for weapons) - Monitoring the technical condition of the fleet.

Компания : "Jewelry Art" LLS, Kostroma, RF (Розничная и оптовая торговля)

мая, 2015 - сентября, 2023

Supermarket Director (Руководство)

- Full control over the operation of the store; - Organization of goods acceptance (including import); - Conducting interviews; - Carrying out full and local inventories; - Household activities; - Work in 1C (accounting), warehouse accounting; - Preparation of orders, write-off of substandard and overdue goods, movement of goods between points; - Development and implementation of marketing events.

Компания : Chain of discounters "Dobrotsen", Gyumri, RA (Розничная и оптовая торговля)

ноября, 2022 - мая, 2023

Director (anti-crisis manager) (Руководство)

- Wholesale of precious, semi-precious, ornamental jewelry inserts; - Management of the sales office (14 people); - Development of motivation; - Resolution of conflict situations; - Negotiations with key clients; - Development strategy; - Analysis of the work of the enterprise (SWOT-analysis, efficiency of employees); - Diversification (development of a new type of activity to increase business profitability); - Recruitment, interviewing.

Компания : "Indian Gems" LLS, Kostroma, RF (Продажа)

июля, 2022 - ноября, 2022

Director of the direction "Jewellery" (Управление проектами)

- Control of own production, terms of development, deadlines for fulfilling orders at all stages from a sketch to finished products (waxing, casting, electroplating), interaction with contractors, dialogue with customers; - Interaction with subordinate managers; - Development of new products; - Development of the sales

department, search for new customers, new distribution channels; - Participation in exhibitions; - Search and interview of employees; - Resolution of conflict situations; - Implementation of economic activities at the facility; - Interaction with the marketing department; - Work with marketplaces (Yandex Market, Wildberries, Ozon, AliExpress, Masters Fair); - Business trips for the purpose of negotiations with key clients.

Компания : Jewelry house "Kabarovsky", Kostroma, RF (Производство и продукция)

марта, 2022 - июля, 2022

Head of Sales Department (Руководство)

- Startup. Opening a store from scratch; - Organization of all work processes. From finding an office to negotiating with investors; - Retail sales of electronics; - Monitoring the work of managers; - Monitoring the work of service employees; - Handling incoming calls and messages; - Accounting for goods. Preparation of orders; - Interaction with courier services; - Work with warranty service; - Payroll, motivation.

Компания : Internet shop "E-Planshet", Moscow, RF (Интернет / Интернет-магазин)

июля, 2012 - декабря, 2014

Corporate Account Manager (Управление проектами)

- Conducting telephone conversations, "cold" calls; - Looking for new clients; - Conducting presentations over the phone; - Visits to clients to conduct connection negotiations; - Reporting, monitoring of installations.

Компания : «SMILE» Group of Companies, Moscow, RF (Телекоммуникации)

марта, 2012 - июля, 2012

Sales Manager (Senior Store Manager) (Продукт менеджер / Менеджер по обслуживанию)

- Sale of spare parts for cell phones and equipment for their repair; - Knowledge of compatibility of all spare parts for cell phones; - Knowledge of cell phone repair equipment; - Knowledge of 1C (accounting).

Компания : Chain of stores "Profy"(Sirius Telecom), Moscow, RF (Продажа)

марта, 2010 - марта, 2011

CRM Lab Specialist (Контактный центр)

- Incoming communication (online help); - Outgoing calls (carrying out CRM campaigns); - Knowledge of the system of interaction with subscribers FORIS (MARTI); - Knowledge of GSM structure; Courses: "Techniques of customer service in contact centers"; - School of Customer Service, basic level; - Participation in the competition "Factory of Ideas".

Компания : "MTS", Orel, RF (Телекоммуникации)

января, 2009 - января, 2010

Sales Manager (Senior Store Manager) (Продукт менеджер / Менеджер по обслуживанию)

- Sales manager for cell phones and digital equipment; - Connecting subscribers to the networks of cellular operators; - Drafting of contracts and inventory management; - Senior Sales Manager.

Компания : Chain of stores "Maksimus", Moskow, RF (Продажа)

января, 2002 - января, 2003

Supervisor (Руководство)

- Organization of two stores in the city of Orel for the sale of cell phones and accessories; - The process of wholesale sales of goods in the city and in other regions has been established; - Delivery from Moscow.

Компания : Individual entrepreneur, Orel, RF (Продажа)

января, 2000 - января, 2002

Образование

Kostroma State Agricultural Academy (Бакалавр)

Industrial and civil construction.

Учреждение : Kostroma State Agricultural Academy, Kostroma, RF

2019

Orel State Agrarian University (Бакалавр)

Landscape gardening, landscape construction, Landscape design

Учреждение : Orel State Agrarian University, Orel, RF

2012

Orel Construction College (Бакалавр колледже)

Architecture. Interior Design, Architectural Technician, Interior Designer

Учреждение : Orel Construction College, Orel, RF

2000

Customer Service Techniques in Contact Centers (Профессиональное образование)

Refresher courses.

Учреждение : MTS, Orel, RF

2010

School of Customer Service (Профессиональное образование)

Refresher courses.

Учреждение : MTS, Orel, RF

2010

Языки

Немецкий : Средняя

Армянский : Начинающее

Англиский : Средняя

Русский : Свободное

Веб-профили

Facebook : <https://www.facebook.com/krasscreative>

Instagram : https://www.instagram.com/kradislavlasnikov_/

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