



2019-12-09



Alexander Young

Batumi

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36 Лет/Года

Локация работы : Грузия

Пол : Мужчина

Образование : Бакалавр

Опыт : > 10 лет

Сейчас я : Ищу работу

Сектор : Консалтинг

Рабочая область : Управление

Мобильность : Национальная

Рабочая время : Полный рабочий день

Водительские права : В

Head of sales, IT security, manager

GE01338410

WORK EXPERIENCE

Jan 2017 — Jan 2019

Ankor Capital (Cyprus)

Branch Director

General Responsibilities:

- Strategic planning of the Company and the control of staff;
- Organization of investment products sales;
- Cooperation with customers, suppliers and contractors;
- Making hiring decisions;
- Participation and maintenance in other projects of Company's owner (charity project, travel and advertising business) as a partner of the Company.

Achievements:

Operation activities have been organised; Sales growth by 40%.

July 2013 — Dec 2016

Capital Financial Group LLC (Moscow)

CEO

General Responsibilities:

- Organization and control of the Company's departments (Sales, PR, IT, Security);
- Cooperation with the sole business owner and participation in strategic planning;
- Cooperation with HNWI clients;
- Cooperation with suppliers and contractors;
- Cooperation with foreign departments (Great Britain, Cyprus, Latvia, Switzerland);
- Making about hiring decisions, budget approval.

Achievements:

- Built respectable and profitable business;
- Organized a structure security and data protection;
- Organized a positive confident team and built up a deputy as a good leader.

Oct 2010 — July 2013

Capital Financial Group LLC (Moscow)

Head of sales department

Started career in the Company as sales manager, after 1 year was appointed to Head of Sales Department having the best achieved results.

General Responsibilities:

- Organization of work in Sales Department (more than 30 employees);
- Personal plan implementation in investment products sales;
- Recruitment;
- Preparation of scripts for Sales Department;
- Preparation of Corporate Policy;
- Cooperation with other departments of the Company;
- Reporting activities.

Achievements:

- Created an effective sales system, according to which sales results had been increased (by 500% over 3 years);
- Picked up and educated a team of motivated professionals.

July 2008 — Sep 2010

Internal Security Troops of Russian Federation

Chief accountant

General Responsibilities:

- Planning and organization of financial activities of a military unit;
- Management team of 20 employees;
- Accounting and reporting;
- Maintenance of tax records;
- Control over the effective value for budget.

Achievements:

- Quantity reduction of contravention in sphere of inefficient budget spending had been decreased by 50%;
- Organized a system of communication between the financial division and other divisions of the Organization;
- Had participated in inspections and audits of military units as the head of the working group (senior inspector-

auditor);

Got an excellent experience of comprehensive work in difficult stressful conditions.

QUALIFICATIONS

Management & Marketing Universal Business School Course: MBA ONE (2018)

Tsenny opt LLC

Economic and information security of enterprises, institutions and organizations (2016)

Sergey Azimov

Sales and negotiations (2014)

National Association of Stock Market Traders FFMS Certification 1.0 (2013)

Banking and Finance

EDUCATION

July 2003 — July 2008

Yaroslavl Military Academy of Finance and Economics (Yaroslavl)

INTERESTS

During work experience, has gained skills in organizing a business from zero to strong results.

Interpenetration in every business process in order to evaluate and predict further actions, taking into account the current situation on the market;

I appreciate and support teamwork, when each member of the team knows their goals and tasks in the Company. I respect the opinions and ideas of other people.

Personal skills: a man of honour, ambitious, proactive, self-confident and open-minded person; Ready for challenging tasks and projects;

I am always in progress, like reading business literature and books about personal growth; Doing sports and against of bad habits.

ЯЗЫКИ

Англиский : Высшее

Русский : Свободное

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