

**CV summary:**



Six years of successful experience in sales and marketing sphere including operational experience with clients, suppliers and in market research. Experienced in working with leading brands in the competitive retail and wholesale in technical and industrial industries. Ability to develop, govern and maintain positive long-term working relationships with clients, ability to serve clients in a hall, ability to work with the volume data, also a wide experience and achievements in work in public work. Always focused on the best result and qualitative process. Possesses excellent communication and negotiation skills, experience to co-operate with people, responsible, sociable, effective working alone or as a cooperative team member, hard-working, quick to learn.

**Preferences:**

Industry: Trading companies & distributors  
 Occupation: Retail and wholesale trade managers  
 Preferred countries: Australia, Austria, Germany, Spain, Italy, Canada, Latvia, Norway, Russian Federation, Slovakia, USA, Estonia.  
 Desirable salary: 20000 € / Year  
 Job schedule: Full-time  
 Business trips: Yes, possible  
 Ready to start the work: In 15 days

**Personal information:**

Personal data will become visible to you only if you send the job offer to the applicant and he/she accepts your job offer.

Home address: Latvia  
 Citizenship: Latvia  
 Birth date: 28-May-1982  
 Sex: Male  
 Marital status: Single  
 Children: No

**Job experience:**

Date of beginning / finish: 19-Aug-2006 - 30-Mar-2009  
 Country: Latvia / Riga  
 Industry: Industrials  
 Occupation: Management and organization analysts  
 Responsibility and achievements: Was responsible for searching and attracting new clients and developing, managing and maintaining positive long-term relationships with clients, regular visiting of the clients. Also was responsible for establishing and calculating special prices and discounts to clients and working with clients in a hall and selling through a cash register Also was responsible for developing and maintaining working relationships with suppliers and finding new suppliers from around the European area and buying products from suppliers. Also main activities were to make a market research and analysis, analysis of competitors, knowledge of and appropriate reporting of competitor activities regarding specifications, prices, performance, marketing strategy. Assist in developing of corporative sales strategy.

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Date of beginning / finish: 19-Mar-2003 - 18-Aug-2006  
 Country: Latvia / Riga  
 Industry: Materials  
 Occupation: Management and organization analysts  
 Responsibility and achievements: Was responsible for making macroeconomic analysis, industrial, demographic, and social analysis of Russia, Ukraine, Belarus, European market in cooperation with the statistical and research centres. Also was responsible for researching of manufacturers of household chemical goods, household products, perfumery including aspects such as volume of made production, the nomenclature of made production, functional

properties of a product, fragrance in each product and tracing of novelties in the market.

### Education and courses:

Date of beginning / finish: 1-Sep-2002 - 28-Jun-2006  
Educational establishment: The university of culture and economy  
Country: Latvia, Riga  
Speciality: Business and administration professionals  
Education level: 1st level higher professional education  
Education form: Day classes  
Status: Graduated

Date of beginning / finish: 1-Sep-2002 - 27-Jun-2006  
Educational establishment: The Moscow state industrial university  
Country: Russian Federation, Moscow  
Speciality: Administrative and commercial managers  
Education level: Bachelor  
Education form: Correspondence education  
Status: Graduated

Date of beginning / finish: 1-Sep-2000 - 20-Jun-2002  
Educational establishment: RIMAN  
Country: Latvia, Riga  
Speciality: Personal service workers  
Education level: Secondary professional education  
Education form: Day classes  
Status: Graduated

Date of beginning / finish: 1-Sep-1989 - 21-Jun-2000  
Educational establishment: Secondary school  
Country: Latvia, Ventspils  
Education level: Secondary education  
Education form: Day classes  
Status: Graduated

### Language skills:

Skills:	Understand a speech	Understand reading	Carry on dialogue	Make a speech	Writing skills
Russian:					
Latvian:					
English:					
German:					

### Skills and competences:

Organization skills: Received awards for excellent work, investment and collaboration from Tatarstan Republic Ministry on businesses tourism of young people and sport  
Computer skills: Word, Excel, Power Point, Internet Explorer, 1C  
Personal skills: Excellent communication and negotiation skills, co-operation with people, responsible, sociable, attentive, purposeful, effective working alone and as a team member, hard-working, quick to learn  
Driving license: A,B  
Other: Intereses: financial/fund market, economic, politic, public activities, sport, learning foreign languages