

Andrii Tsokur: Full Stack Developer

Odesa, Ukraine

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Qualifications:

- experience in publishing and IT (including 6 years of managerial experience) – since 1992 till 2004
- strong experience in sales management of FMCG goods (food, non-food) in Ukraine and abroad – since 2004

Hard Skills:

- HTML, CSS – advanced
- JavaScript – intermediate
- ReactJS – novice
- React Native, Python – basic knowledge

Extra Skills:

- **Markup and supporting tools:** Sass / SCSS, Adaptive / Responsive markup, Mobile first, Bootstrap
- **Version control:** Git / GitHub
- **Graphic tools:** Figma, Adobe Photoshop, Adobe Illustrator

Soft Skills:

- **Workflow:** Agile / Scrum, Analytics, Problem solving, Stress resistance, Time management
- **Teamwork:** Communication & Listening, Leadership, People Management, Team player
- **Customer Relationship:** Negotiations & Sales skills, Presentation skills

Professional Experience:

06.2021 – Present	Company: “Alcohol Export” Specialization: Alcohol beverages (FMCG) Position: International Business Development Manager (Worldwide) Responsibility: <ul style="list-style-type: none">• development of new markets from the scratch Achievements: <ul style="list-style-type: none">• 9 new markets have been contracted (Italy, Poland, Denmark, Sweden, Finland, Norway, Iceland, Faroe Islands, Greenland)
12.2020 – 05.2021	Company: “Vitmark-Ukraine” Specialization: Non-alcohol beverages (FMCG) Position: National Sales Manager (HoReCa, Ukraine)
06.2019 – 09.2020	Company: “Bacardi-Martini Ukraine” Specialization: Alcohol beverages (FMCG) Position: Distribution Development Manager (On-Trade, Odesa) Achievements: <ul style="list-style-type: none">• 2019 - neutralized the backlog and fulfilled the sales target by 102%• 2020 – increased sales volume two times vs 2019
07.2018 – 05.2019	Company: “Bayadera Group” (Ukraine) Specialization: Alcohol beverages (FMCG) Position: New Markets Distribution Development Manager (Asia Pacific Region) Responsibility: <ul style="list-style-type: none">• development of new markets from the scratch (Asia Pacific Region) Achievements: <ul style="list-style-type: none">• 3 new markets have been contracted (India, Maldives, Sri Lanka), 2 new clients in Taiwan and Vietnam

04.2017 – 06.2018	<p>Company: “Eastern Beverage Company” (Ukraine) Specialization: Alcohol beverages (FMCG) Position: Foreign Markets Distribution Development Manager (Export)</p> <p>Responsibility:</p> <ul style="list-style-type: none"> development of existing business in Azerbaijan, Armenia, Georgia, Moldova and Uzbekistan. Providing of effective cooperation with Marketing Dept. <p>Achievements:</p> <ul style="list-style-type: none"> increased business turnover in operating territories: 66% by volume / 63% by value
01.2016 – 03.2017	<p>Company: “Vitmark-Ukraine” (Ukraine) Specialization: juices, nectars, juice drinks, baby food (FMCG) Position: Foreign Markets Distribution Development Manager (Export)</p> <p>Responsibility:</p> <ul style="list-style-type: none"> pursuit of new contracts and maintenance of existing ones for export of the company’s basic assortment, including development of Private Label projects for the 3rd parties <p>Achievements:</p> <ul style="list-style-type: none"> I provided 6 new contracts (including 2 long-term regular Private Label contracts) and opened 3 new markets (China, Panama, Venezuela) achieved superior interaction with every adjacent department of the Company
08.2012 – 08.2014	<p>Company: “AVK” (Ukraine) Specialization: confectionary (FMCG) Position: Regional Sales Manager Region: Armenia & Georgia</p> <p>Responsibility:</p> <ul style="list-style-type: none"> sales and business development within the territory product portfolio optimization, pricing, sales planning and budgeting preparation of negotiations for signing of annual contracts with Key Accounts: “Carrefour”, “Smart”, “Goodwill”, “Fourchette”, “Populi” (Georgia); “Yerevan-City”, “SAS”, “Krpak” (Armenia) trade-marketing activities development and implementation sales team development and motivation <p>Achievements:</p> <ul style="list-style-type: none"> increased 2013 annual Sales Volume for 10% vs the last year increased Distributors’ faith to the Company and its’ sales strategy
10.2010 – 06.2012	<p>Company: “Hero UA” (the part of "Hero AG") Specialization: confectionary and infant nutrition (FMCG) Position: National Distribution Development Manager Region: Ukraine</p> <p>Responsibility:</p> <ul style="list-style-type: none"> all Company’s sales and trade-marketing activities within Ukraine product portfolio optimization, pricing, sales planning and forecasting annual negotiations with KA: “Metro C&C”, “Auchan”, “Billa”, “Fozzy / Silpo”, “Fourchette”, “Mega-Market”, “Karavan” coordination of medical channel development <p>Achievements:</p> <ul style="list-style-type: none"> developed and implemented the new strategy of business development – the company’s market share has been increased from 0,9% to 2,1% against the trend of the general stagnation of the market
06.2009 – 10.2010	<p>Self-employment Specialization: independent advisor on FMCG-Business development</p> <p>Achievements:</p> <ul style="list-style-type: none"> client’s retail sales have been multiplied 6 times, up to 10M USD (energy saving lamps production and sales)

12.2008 – 04.2009	<p>Company: “Shell Retail Ukraine” Specialization: fuel filling stations network (retail sales of fuel and FMCG goods) Position: Territory Manager Region: Odesa and Mykolaiv</p> <p>Responsibility: operation management of the Territorial Office of the Company as well as of a network of 11 fuel filling stations (150 employees) in the Region</p> <p>Achievements:</p> <ul style="list-style-type: none"> • profitability of the Territorial unit has been increased for 70% • sales volume has been increased for 6% monthly against the previous month, relative to the same period of last year – for 45% • clients service level was increased from 32 to 75% (estimation of “Mystery Motorist” activity), 4 stations reached 100% level
04.2008 – 12.2008	<p>Company: “Maxus Ukraine” Specialization: manufacturing and sales of energy saving lamps (FMCG / B2B) Position: Regional Sales Manager Region: Southern Ukraine (Odesa, Mykolaiv, Kherson, Crimea)</p> <p>Achievements:</p> <ul style="list-style-type: none"> • within 3 months since the start of my work the distributional structure has been formed and launched from stretch (3 distributors and 2 dealers) • within 6 months sales volume in the territory has been increased 7 times in compare with sales volume at the beginning of my work
10.2004 – 03.2008	<p>Company: “MARS Overseas Holdings, Inc.”, Representation in Belarus Specialization: manufacturing and sales of confectionary and pet food (FMCG) Position: Regional Account Executive (promotion) Region: Republic of Belarus</p> <p>Responsibility:</p> <ul style="list-style-type: none"> • complete maintenance and realization of strategical development of Key Accounts: “Biggz”, “Korona”, “BelMarket”, “Euroopt”, “Sosed”, “Roublevskiy” etc. • preparation and holding of annual negotiations • managing a team of sales agents and merchandisers for fulfilment of agreed annual conditions <p>Company: “MARS Ukraine LLC” Specialization: manufacturing and sales of confectionary and pet food (FMCG) Position: Territory Sales Supervisor Region: Odesa</p> <p>Achievements:</p> <ul style="list-style-type: none"> • increased sales volume twice by organization and further effective management of exclusive sales team within distributor’s regional branches • increased pet food shelf share from 70 to 96 percent in Odesa traditional retail • pet-shops network management reorganization (17 shops in Odesa). Profit was increased by 3 times; sales volume was increased twice – during 6 months of my project management • 5 of my subordinates has been successfully promoted to Supervisors’ positions at distributor’s company and at “Mars” • was awarded with special prize for the best in Ukraine standards implementation • received a qualification assessed as “Above Standard” in 2007 • has participated in corporate innovation program “Make the Difference” repeatedly
02.2004 – 10.2004	<p>Company: “Vitmark-Ukraine” (Ukraine) Specialization: juices, nectars, juice drinks, baby food (FMCG) Position: Territory Sales Manager (promotion) Region: Odesa and region</p> <p>Position: Sales Representative Region: Odesa</p>

10.1998 – 02.2004	<p>Company: “GT-Media” Specialization: web development, video production, graphic design (IT) Position: Senior Front-End Developer / Creative Director</p> <p>Responsibility:</p> <ul style="list-style-type: none"> customer negotiations design concept development supervision of project implementation and adjustments by the design and development team personal involvement in graphic design, UI/UX design and web development (HTML, CSS, JS) <p>Achievements:</p> <ul style="list-style-type: none"> contracted US company Makoi LLC to carry out web development outsource work for third-party clients supplied by the company
07.1997 – 10.1998	<p>Company: “Netsy” Specialization: internet service provider (IT) Position: Senior Front-End Developer (promotion)</p> <p>Responsibility:</p> <ul style="list-style-type: none"> management of the web development team UI/UX design and web development for the company's services and needs <p>Position: Front-End Developer</p> <p>Responsibility:</p> <ul style="list-style-type: none"> UI/UX design and web development for the company's services and needs
09.1996 – 07.1997	<p>Freelance Position: Graphic Designer</p> <p>Responsibility:</p> <ul style="list-style-type: none"> design of corporate identity and promotional print products for third-party commercial clients
09.1994 – 09.1996	<p>Company: “DSV Marine Technologies” Specialization: publishing, organising specialised exhibitions Position: Senior Graphic Designer</p> <p>Responsibility:</p> <ul style="list-style-type: none"> graphic design and layout of the monthly magazine Navigation, published by the company design and layout of print products for a number of annual international exhibitions organised by the company
10.1992 – 09.1994	<p>Company: “Odesa Herald” Specialization: publishing Position: Layout Designer</p> <p>Responsibility:</p> <ul style="list-style-type: none"> layout of a daily municipal newspaper

Education:

- 2022 – Present: GoIT Programming Courses, Full Stack Developer
- 2001 – 2007: Odesa Polytechnic National University, specialty – Foreign Economic Activity Management, MSc Economics & Management
- 1988 – 1989: Odesa Polytechnic National University, Institute of Computer Systems, not graduated

Languages: Ukrainian – native; Russian – fluent; English – B2; Polish – A2

Hobbies: traveling, reading, poker

Personal Information: Citizen of Ukraine. Was born in Odessa, Ukraine, on 30th of March 1972. Married, have a son