

 Worldwide
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Maryna Kretova

EDUCATION

Bachelor in Computer Sciences

National Technical University |
2019-Present, Ukraine

Bachelor in Laws

University of the Tax Service |
2007-2011, Ukraine

Master in Laws

Finance and Law Academy |
2011-2012, Ukraine

EXPERTISE

E-Commerce Management

Export-Import Operations

Marketing Management

Logistics Management

Data analysis

IT Automation, AI

Project Management

Real Estate Development

Legal Expertise

Tax Optimization

PROJECT MANAGER

Project Manager in E-commerce and Global Trade projects: Amazon, Ebay, Etsy, Alibaba, Direct sales and Distribution, Export-Import Operations, Development of Construction Projects with more than 10 years of experience

EXPERIENCE

Healthcare Account Manger

Arvato Supply Chain Solutions GMBH
January 2023 - present, Germany

Full process of supporting the supply chain of healthcare products for key distributors in Central Europe and the MEA region with a monthly turnover of over \$1.5 million;

- communication with customers to identify business needs and to help meet these needs through programs and services available;
- order processing;
- inventory management;
- cooperation with the supply chain to distribute products in time and according to customer needs and demand;
- cooperation with internal departments: Commercial, Finance, Global Trade, Customs Team, Service Delivery, Treasury;
- cooperation with delivery companies and carriers to coordinate optimal routes, timing and delivery quotas;
- processing of customs documents, certificates and other documentation;
- processing and control of payments, credit /debit notes, processing contract changes;
- processing letters of credit in cooperation with Bank of America, fulfilling their requirements for payment processing;
- control of timely delivery of goods;

COURSES

2023 - SAP ERP system course

2019/23 - PPC courses:

P.Khazanov, V.Shirshova, A.Nezhnik

2022 - Google ads

2019/22 - Dropshipping, Online

Arbitrage courses, Shopify

2020 - Marketing, Sales funnels

(Genius)

2019 - Alibaba Export school

2018 - Export School (Estonian

government program in UA)

2017 - Systems and Methods of

Artificial Intelligence

2016 - Amazon Course (I.Kustov)

2013 - Technical Inventory of Real

Estate

2010 - Real Estate Management

2008 - Retail lending

LANGUAGES

Ukrainian - native

Russian - native

English - C1

German - A2

OTHER

Age - 33 years old

Nationality - Ukrainian

Currently live in Germany, ready
for relocation

- processing complaints, under/over shipments, product recalls and eligibility issues;
- reporting and monitoring the implementation of annual plans for product sales;
- active participation in building and improving internal processes;
- active participation in automation of the processes;
- building strong relationships with existing and new customers;
- monitoring trends in industries and markets;
- tracking sales volumes, profitability and related metrics;
- attending and actively participating in all meetings

Project Manager

Prosperity Adviser LLC| April 2012 -
February 2022, Ukraine

- Development of Construction and E-Commerce projects;
- Concept creation and location assessment;
- Sales departments management;
- Marketing department management;
- Project financing, search for investors;
- Support of contracts, search for contractors
- Establishment of a private Bureau of Technical Inventory;
- Legal registration and support, tax optimization;
- Logistics and fulfillment management;
- Startup development of E-Commerce project:
 - **2021** - Project of the production and distribution of wooden toys;
 - **2020** - Project of the production and distribution of face masks;
 - launch the production in Ukraine, China, USA;
 - development of distribution channels through the e-commerce platforms Amazon, Ebay, Etsy, Alibaba;
 - development of the e-commerce marketing strategy
 - logistics and fulfillment management;
- Food export project (Ukraine, 2019)
 - food export to Saudi Arabia, Iraq
 - legal support of export-import operations

- development of marketing strategy and sales channels
- logistics management
- Project of sales mortgage property in Germany_(2016)
 - participation in real estate sales auctions in Germany
 - marketing strategy development
 - search for investors
 - legal support of real estate contracts

Real Estate Manager

Real estate company "SAN"/"Rial Bud"|
September 2010 - April 2012, Ukraine

- Management of the sales and rental department
- Legal support of real estate sales and rental operations
- Real estate marketing management
- Development of new regions and increase in financial results

Credit consultant

Commercial bank "PrivatBank"| January
2008 - July 2010, Ukraine

- Client consulting in retail lending
- Client consulting in real estate mortgage lending
- Legal support of loan agreements