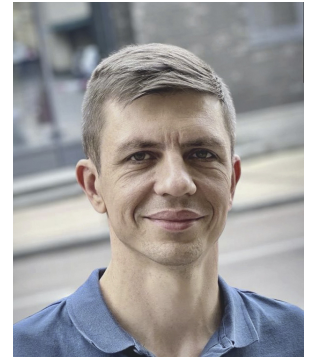# Anton Koskovtsev

akoskovtsev@gmail.com   **+380978244409**   **Kremenchuk**

Objective

Motivated and disciplined specialist transitioning into software development with strong background in B2B sales, logistics, and technical product promotion. Currently studying Java development and seeking opportunities to grow as a Junior Java Developer. Known for self-motivation, independence, and strong analytical thinking.

Education
Poltava Polytechnic College
Associate Degree in Computer Programming & Automated Systems
2004-2007

Professional Experience
Business Development Representative | Fortune Cigar House | TM Captain Black, Elf Bar
2014 - Present
- Independently manage B2B sales and distribution across 3 cities and retail chains
- Handle client acquisition, product assortment negotiations, contracts, orders, logistics, merchandising, and POS equipment setup
- Consistently ranked in Top-3 sales performers out of 100+ reps
- Organized and conducted client & consumer promotions
- Responsible for all technical, financial, and operational aspects of regional territory
- Experience with paperwork, CRM tools, and remote team reporting

Sales Representative | Various
Companies 2008 - 2014
- Represented national brands including Contex, Durex, Beeline, MTS
- Managed key client portfolios, ensured brand visibility, and executed promotional campaigns
- Worked across telecommunications, medical products
- Supervised merchandising and controlled debt and stock rotation
- Maintained detailed reports and documentation

Java Development Training

JavaRush.com Online Course
Completed 20+ levels in core Java topics:
- Java Syntax and Data Types
- Conditions, Loops, Arrays, Functions
- OOP Principles: Inheritance, Encapsulation, Polymorphism
- Interfaces, Abstraction, Method Overloading
- Worked with IntelliJ IDEA and Debugging Tools

Skills

- Languages & Tools: Java (Core), IntelliJ IDEA, OOP
- General Tech Skills: MS Office, 1C, Windows, basic SQL
- Soft Skills: Self-discipline, client-oriented, fast learner, problem solver
- Languages: Ukrainian - native, Russian - fluent, English A2-B1

Additional Info
- Valid Driver's License (Category B)
- Experienced in fully autonomous regional fieldwork
- Open to remote work