

WESLEY PALOV
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EDUCATION

09/91-05/96.

Samarkand Corporative College

BS in Economics and Management, evaluated by WES, NY, NY.

09/01-12/02

Brooklyn College

Computer Science and information systems in Economics

WORK EXPERIENCE:

03/07- 03/21

US Bank, Denver, CO

Assistant Branch Manager

- Center Oversee sales, operations, and personnel administration for the Financial
- Develop, review, and deliver reports on time.
- Open and process consumer and business loan applications
- Provide Financial information relative to various bank products and policies
- Ensure the best use of organizational resources by planning and executing against strategic and long-range goals
- Assist in ensuring that the Financial Center effectively delivers financial products and services to existing and new customers

09/04-04/07

RADIO SHACK, BROOKLYN, NY

Store Manager

- Insure that all accounts were billed correctly and on time
- Control margin between wholesale and retail price to maximize profit
- Exceeded sales quota by 40% in 2005 through strategic and aggressive sales planning and extensive product training.
- Increased EBIT value by 180% in 2005 through precise management of the P&L
- Increased gross margin by 600bp by recalibrating product inventory mix to reduce the cost of goods sold and, exceeded company gross margin targets by 10%
- Plan and execute monthly sales meetings for sales associates and sales managers

06/00-08/04

ST. PETERSBURG WHOLESALE Inc. BROOKLYN NY

Sr. Financial Analyst , Member of the board of directors

- Analyze monthly company's variance profit, PL.GL.
- Preparing and control company's investment plan
- Manage the company's Budget
- Estimation profitability of existing and prospective financial projects
- Developing and introduction of advanced financial calculation
- Preparing sale reports, business financial reports for the board of directors
- Analyzed inflow and outflow of cash
- Supervised a staff of 12

05/99-03/00 **ANTEP PVC JOINT VENTURE, RUSSIA**

Executive director

- Created detailed budgets
- Performed general financial management
- Analyzed inflow and outflow of cash
- Overseen new asset acquisitions
- Supervised a staff of 70

02/98-05/99 **AMERICAN - RUSSIAN NATIONAL CO. AMERICAN J/V. RUSSIA.**

Chief manager of Sales and Marketing

- Gather and record sales and inventory data
- Statistical Analyst; Inventory control
- Generate financial forecasting reports
- Controlled wholesale and retail distribution
- Supervised a staff of 25

SKILLS: Excel, Word, Access, PowerPoint Windows 95/98/NT/XP
DOS. Data base developing Analytical skills. Russian language.

PERSONAL DATA: Very responsible, individual, reliable, trustworthy and honest.
Hardworking person, detail oriented, able to work under the
pressure, eager to learn and grow. Great communication skills.