

Yurii Popovskyi

Male, 29 years old, born May 30, 1993

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[click here, and find other ways to contact me](#)

WORK EXPERIENCE

Odessa National Economic University, Odessa – graduate student

10.2015 – 01.09.2019

Speaker on scientific conferences, conducting seminars for students .

First Ukrainian International Bank, Odessa – Manager on work with medium-sized corporate business clients.

16.09.2019 – present time

Manager on work with clients of a medium corporate business – communication, support, establishment of credit/deposit applications. Working out the base of potential customers for the attraction to comprehensive servicing (customers with annual revenue from UAH 150.0 million to UAH 1.5 billion).

I am engaged in the sale, development, implementation and management of credit and non-credit projects that are necessary and meet the needs of a specific client. Also, my responsibilities include – cold calls, organization of meetings, organization, holding and participation in negotiations, conducting express analysis, collecting a package of documents for financing, high-quality presentation of projects to the risk department and top management of the Bank with a clear explanation of – why the project should receive such conditions that our team and I offer. I have experience working with completely different projects, from agricultural enterprises and leasing companies to companies engaged in the processing of petroleum products and official car dealers. I have experience in building work processes and setting priorities for related departments to achieve high overall results and get the maximum profit from the time spent on joint tasks.

EDUCATION

Odessa National Economic University, Odessa – Master's degree (speciality – economic analyses).

09.2010 – 06.2015

Odessa National Economic University, Odessa – Postgraduate studies. PhD dissertation on “Strategic analysis of the competitiveness of processing industry enterprises”.

07.2015 – 09.2019

SKILLS

Huge experience in public speaking.

Experience conducting seminars for 30 or more people.

Computer skills at a high level.

LANGUAGES

Українська – native

Русский – native

English – intermediate

CHANGE THE LANGUAGE:

[UA](#)

SELF-DEVELOPMENT (COURSES)

Hillel, Odesa – *course HTML/CSS layout*

Hillel, Odesa – *JavaScript course*

Hillel, Odesa – *QA manual*

ABOUT ME:

Personal qualities:

Ready for active, intense, logical work. I have a lot of ideas, a lot of plans. Constantly self-improving. Prone to fast processing of constantly arriving information. Responsible. I love complex, diverse and multifunctional work. I can easily adapt to the new environment.

Character traits:

Peaceable, balanced, loyal, serious, but with a sense of humor. Sociable, inventive, initiative, independent, executive, tactful, active.

Hobbies:

I go in for sports (bicycle, freediving), I enjoy video editing, professional DJ (now it has become my favorite hobby), layout of web sites in my spare time.