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| **Sashko Jurukov**  ***Contact Information***  Address:Bul.Avnoj 4  Mobile: +38970777377  E-mail: Skopje1208@yahoo.com  ***Personal Information***  Date of birth: 12.08.1980  Nationality: Macedonian |

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| **Objective** | My objective is personal and professional development. My ambition is to reach higher managerial positions for which I am willing to invest my personal resources and commit my time. My previous professional record shows an upper line of progression. In my current job I was able to reach a very high level of achievement of the given tasks and duties. In the course of fulfilling the tasks and duties I have upgraded my knowledge and skills which increased my self-esteem and motivated me for higher goals. |
| **Work Experience** | Car sales Enterprise USA (04.1999 – 11.2003)  Sales of Use and New Vehicles  T-Mobile (02.2004-02-2015) Sales Marketing and Customer Services  Coordination and Logistics of Medical Supplies TOLL Company Sydney NSW (04.2015 -12.2016 )  Braga Freight IMT Services Sydney NSW  Coordination and Logistic on all main activities with ISO standards  (01.2017 – 11.2017)  Car Leasing Company Skopje (01.2018 – 02.2019 ) Customer Service Specialist  Swiss Company SCENIC ( 03.2019 – 05.2020 )  Customer Service Specialist Coordinator and Reception Activities ( Opera & Fidelio)  Truck Dispatch & Safety USA  Safety Clerk (10.2020 –…) |

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| From 02.2004 till.02.2015 |
| **Company name:** Т-Mobile Macedonia, groupation of Deutsche Telekom Group  Joint stock company for mobile communications, Skopje  **Address:** “Kej 13 Noemvri“ bb, 1000 Skopje, R. Macedonia **Fax**: + 389 2 3 201 267 |
| Department of Sales/Residential customers/  Sales Specialist/Sales Representative and marketing |
| \*main activates and responsibilities |
| Establishes, develops and maintains business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization’s products/services. |
| Makes telephone calls and in-person visits and presentations to existing and prospective customers.  Researches sources for developing prospective customers and for information to determine their potential.  Develops clear and effective written proposals/quotations for current and prospective customers.  Expedites the resolution of customer problems and complaints.  Coordinates sales effort with marketing, sales management, accounting, logistic and technical service groups.  Analyses the territory/market’s potential and determines the value of existing and prospective customer’s value to the organization.  Creates and manages a costumer value plan for existing costumers highlighting profile, share and value opportunities.  Identifies advantages and compares organization’s products/services.  Provides sales vs. Projection results by preparing and forwarding sales tracking reports.  Forwards samples by entering request; arranging shipment; notifying customers.  Plans and organizes personal sales strategy by maximizing the Return of Time Investment for the territory/segment.  Supplies management with oral and written reports on customer needs, problems, interests competitive activates and potential for new products and services.  Contributes to day-to-day smooth running of the process.  Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.  Resolves promotional allowance, rebate, and pricing discrepancies by researching promotion details and regular and special prices, forwarding resolution to manager’s.  Participates in trade shows and conventions.  ***SKILLS HIGHLIGHT***  14 years of experience in providing services for customers, clients, collaborators  Excellent Interpersonal and communication skills  Responsible, efficient and organized worker  Enthusiastic and outgoing individual eager to learn and gain new experiences  Dedicated team player  Possess strong character and self-motivation  Committed to hard work  Possesses good organizational and administration skills  Comfortable working under pressure  Great communication skills, both directly and over the phone  Excellent negotiating, coordinating, managing abilities, proactive, effective, disciplined, innovative  Committed to the success of the company and personal growth  **Trainings**  **Business English course**  **Team Building**  **Time Management and Organizational Skills**  **Safety and Health at Work**  **Presentation skills**  **Fire and Safety**  ***PROFESSIONAL FIELDS OF INTEREST***  **Customer care and service**  **Small and medium enterprises management**  **Development of private sector and services**  **Organization and promotion of sales** |

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| **Education and Training** | High School “Dimitar Vlahov"-Skopje, Macedonia  (1994-1998)  **SCBIT (2015-2017) – Sydney College of Business Management and Information Technology**  **Development of different managerial and hospitality skills within the Professional Development Program** |

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| **Skills** | **Merchandising skills**  **Interpersonal skills**  **Language Skills**:  **English Language - fluent speaking, reading and writing**  **Serbian Language - excellent speaking and reading and writing**  **French Knowledge**  IT Skills: Microsoft Office (Word, Excel, Power Point, Internet Explorer), Corel Draw  **National driving licence since 1998 and clear record**  **USA driving licence since 2000 and clear record**  **Australian Driving licence since 2016 and clear record** |

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| **Interests** | Travel, Sports, Cynologyque |