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| **Curriculum Vitae** | |  | | |
| Name and surname: | **Martin Blagojeski** | | |
| Date and place of birth: | **May 11, 1979, Prilep** | | |
| Gender: | **Male** | | |
| Family status: | **Married** | | |
| Driving license: | **Categories - B and C** | | |
| Address: | **ul. "Mosa Pijade" no. 33, Prilep** | | |
| Phone WhatsApp, Viber | **+389 76 42 42 67** | | **+389 71 213 684** |
| e-mail: | [**blagojeski\_martin@yahoo.com**](mailto:blagojeski_martin@yahoo.com) | | |
| Nationality: | **Macedonian** | | |
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|  | **Languages:** | | |
| **Macedonian** native  **English** writing, reading, correspondence (very good) Certificate for completing a degree in English VI | | | |
| **Skills:** | | | | |
| Computer literate - MS Word, Excel, Power Point, Corel Draw, Photoshop, Internet ...  • Excellent communication and negotiation skills  • Organizational and analytical skills  • Motivated, stable  • Focused towards results  • Business culture, dynamics and communication  • Customer orientation  • The ability of individual and team work  • Flexibility for field work  • Building and maintaining professional contacts with customers  • Continuous desire for education  • Loyalty of initiative, Positive attitude | | | | |
| Computer literate - MS Word, Excel, Power Point, Corel Draw, Photoshop, Internet ...  • Excellent communication and negotiation skills  • Organizational and analytical skills  • Motivated, stable  • Focused towards results  • Business culture, dynamics and communication  • Customer orientation  • The ability of individual and team work  • Flexibility for field work  • Building and maintaining professional contacts with customers  • Continuous desire for education  • Loyalty of initiative, Positive attitude | | | | |
| *2000*  *2004*  *2004*  *2006*  *2006*  *2007*  *2007*  *2008*  *2008*  *2009*  *2009*  *2009*  *2010*  *2011*  *2011*  *2013*  *2013*  *2013*  *2014*  *2016*  *2016*  *2016*  *2017*  *2017* | **Seminars and trainings:**  • Training for young managers, team leaders.  • Seminar "How to be successful in sales"  • Macedonia in the European Union - Support Center NGO  • Techniques for sale EXSEL  • How to sell in difficult times; ULTRA  • CANON Take your care ... Croatia  • HR Human Resource Management; INFO +  • Conflict prevention resource management, sales  • Designing, planning and processing sales, EPOS, SAP  • Technology and products made products - Sagem Paris France  • NIKON COOLPIX France (Sagem - Paris)  • CANON  • Intraveb, SAP  • Conflict prevention, human resurs . Merkjuri, Order Management.  • Profile Group - Planning, development, growth and discovering new markets in specific market conditions.  • Neptune  • Samsung  • Strategic development, care for large customers and servicing their loyalty programs  • google - Opportunities for development of IT business, emerging markets in modern society (conference BELGRADE)  • Work in Shugairy (SUGER) Tehniks sales One.VIP  Module 1 - January 2016  Module 2 - February 2016  Module 3 - March 2016  • Setek - is the technique  • LUCA - 2010 (programming language recovery izgotbubanje u nd)       (Sales skills mrchedajzing, financial movements, Customer Care)  • MANAGEMENT AND RECOVERY OF CLAIMS   (Account Management & Customer Care)  ASUS – New Technology  Huawei – New product  Samsung Adria ( Belgrade , Serbia ) New product | | |
|  | **Education:** | | |
| *1985 - 1993* | Primary school “Rampo Levkata” – Prilep, Macedonian | | |
| *1993 - 1997* | Economic Trade School Center "Kuzman Josifovski - Pitu" – Prilep, Macedonian | | |
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|  | **Work experience:** | | |
| *1999 - 2003* | Transport of passengers in the country and abroad | | |
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| 2004 - 2007  *2007 – 2010*      *2010 – 2013*      *2013 - 2016*  *2016 – 2018*    *2018* and today | **Avtoviza – Prilep**  Sales of consumer products  (Electro materials, lights, ceramics, Vehicle Seat, Hyundai, Opel  **Germanos Telecom AD Macedonia (***Sales Manager - Shop Prilep Mrchedajzing Specialist, Area Manager - South West Region)*  **ONE Telecommunication Services Telekom Slovenia Group (**Team Leader, Officer for sale) Shop Prilep  **ET - "BestElektronik" LLC Prilep** Sale of mobile telephone devices, telecommunication solutions, computer configurations, video surveillanc  (Head of Sales)  **SETEC - "is the technique" LLC Skopje**  Deputy Head of Sales shop Setec - Prilep  Head of Department IT, Telecommunications  **Futura DOO – Prilep**  Area Sales Manager | | |
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