Denys Heraskin

Date of birth: September “02” 1986;

Place of birth: Kyiv, Ukraine;

Residence: Kyiv, Ukraine;

Contact phone numbers: local: (044) 411-15-27;

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E-mail: d.geraskin3521@gmail.com;

Education:

02.2007 – 02.2009 National technical university of Ukraine “Kyiv polytechnic institute” (Kyiv), specialist degree, higher education;

09.2003 – 02.2007 NTUU “Kyiv polytechnic institute” (Kyiv), bachelor degree, basic higher education;

Languages:

Ukrainian - native;

Russian - fluent;

English - fluent;

Professional activities:

09.2016 – till now Software development freelancer (Java, HTML, CSS);

04.2015 – 09.2016 “Electrical equipment “ASKO-UKREM” Ltd. (Kyiv), manufacturer and importer of electrical equipment, part of “ASKO-UKREM” Corporation (one of the leading providers of electrical equipment on the Ukrainian market); <https://www.acko.ua/content/about_company/>

Number of employees: > 30;

Occupation: Sales Manager;

Main responsibilities:

* + - * + Dealers network development;
        + Accomplish of sales volume plans;
        + Interaction with related departments of the company;
        + Control of accounts receivable;
        + Reporting of accomplished job tasks to team leader;
        + Competitors activity monitoring;

01.2015 – 04.2015 “Electrical equipment “ASKO-UKREM” Ltd. (Kyiv),

Occupation: sales department trainee;

Main responsibilities:

* New clients search;
* Working with a cold customer base;
* Sales of products;

10.2013 – 11.2013 “Strauss Ukraine” Ltd., member of international Strauss Group, specializes in manufacturing and sales of coffee in Ukraine. <http://www.strauss-group.com.ua/>

Occupation: Sales Representative;

Main responsibilities:

* Sales of coffee, vending and professional coffee machines and service;
* Reporting to sales director about accomplished job tasks;

06.2012 – 07.2013 “Alliance Holding” Ltd. Shell Retail Ukraine (Kyiv); Shell  is an international energy company, specialized in research and discovery of deposits, extraction, refining and sale of oil and natural gas, and manufacturing and sale of chemical substances. <https://www.shell.ua>

Number of employees: > 2000;

Occupation: Customers Service Center Representative;

Main responsibilities:

* Providing support and accompaniment to customers;
* Control of receivables;
* Providing daily, weekly and monthly reports;
* Sales managers backup;
* Following the code of conduct of the company;

02.2012 – 06.2012 “Complex Solutions” Ltd. (Kyiv), hardware and software wholesale.

Number of employees: < 20;

Occupation: Sales Manager;

Main responsibilities:

* Searching for new customers;
* Working with company’s cold base;
* Phone and personal negotiations with CEOs of potential clients;
* Negotiations with representatives of distribution and software development companies (such as «Kaspersky Lab, Dr.Web, ESSET, Symantec etc.);
* Providing reports and control of assignments accomplishing by the means of Microsoft Dynamics CRM;
* Full accompaniment of concluded agreements;
* Documentary support of cashless payments;

08.2010 – 01.2012 “Anchor plus” Ltd., tobacco products wholesale;

Number of employees: < 15;

Occupation: Sales Manager;

Main responsibilities:

* Accepting orders;
* Stock orders;
* Delivery of the stocked orders to clients;
* Collecting receivables;
* Participating in stock audition;

03.2010 – 08.2010 Joint Ukrainian-American Enterprise in form of LLC “NTT” (Kyiv), water filtration systems wholesale.

<http://all-firms.kiev.ua/predpriatie/32487>

Number of employees: < 20;

Occupation: System Administrator;

Main responsibilities:

* Modernization and maintenance of IT infrastructure of enterprise (ATS, local networking, office equipment, work stations, servers, hosting etc.);
* Provide supporting technical documentation;

09.2009 – 03.2010 Joint Ukrainian-American Enterprise in form of LLC “NTT” (Kyiv);

Occupation: Trainee;

Main responsibilities:

* IT infrastructure audition;
* Hardware equipment inventory;
* Development of IT infrastructure modernization project and harmonization with CEO demands;

03.2009 – 09.2009 Electrical welding institute of Paton NASU, department № 20 (Kyiv), experimental manufacturing of metals and alloys with electric-slag smelting process.

Number of employees: > 637;

Occupation: Senior Engineer;

Main responsibilities:

* Participating in experimental manufacturing;
* Research activities;

03.2008 – 03.2009 “IT-Service” PE (Kyiv), providing services in the field of IT for companies and organizations of different ownership forms.

<https://it-premium.com.ua/>

Number of employees: 3;

Occupation: Service Engineer;

Main responsibilities:

* Accepting orders for service maintenance from clients.
* Providing maintenance according to occurred sort of problem, (configuring software settings, restoration of servers, work stations and other equipment,modernization of equipment, consultations for users etc.) by remote desktop control, or visiting clients facilities, if necessary.
* Providing reports for CEO;

08.2007 – 03.2008 “Prostofinance” Ltd. (Kyiv), financial company;

Number of employees: > 100;

Occupation: Consultant;

Main responsibilities:

* Providing consultations in the field of consumer lending;
* Concluding lending agreements;

Personal and professional skills:

* Experience in sales (strong skills in negotiations, business communications and agreements conclusions).
* Team player with high level of personal responsibility and independence in decision making.
* Stress-resistant.
* Compliant with the standards of business etiquette.
* Strong skills in the field of information technologies (experienced user of: MS Word, Excel, PowerPoint, Outlook, Mail, The Bat!, Thunderbird, Autodesk AutoCAD, Compas (CAD), 1C:Enterprise, 1С:Accounting, 1С:Sales, MS Dynamics CRM, Bitrix-24 CRM, all standard software of Windows OS, administration skills of all versions of MS Windows, any internet browsers, Skype and other conference-calls software, remote desktop control software, basic software development skills - java, internet sites development - HTML, CSS, deployment and configuration of web-servers Apache, hosting management etc.; Ubuntu experienced user).
* Experience in working with high-risk equipment (for instance metallurgical furnaces and powerful fitter tools), basic skills of locksmith, carpenter, mechanics;
* Ability to quickly master new knowledge and specialties.
* Driver's license category “B” (own car, 10 years of experience in driving a car, good knowledge of the ways of Kiev and the region).

Courses, trainings, certificates:

02.2015 – 03.2015 Course of study “School of the seller. The path from a good seller to a masterful”, “Electrical equipment “ASKO-UKREM” Ltd. (Kiev). Certificate of Sales Manager.

01.2013 – 01.2013 Training course “Information Security Management”, “Alliance Holding” Ltd., SHELL RITEIL UKRAINE (Kyiv); Certificate of completion.

08.2012 – 08.2012 Training course “Conflict of Interest” and “Behavioral Standards”, “Alliance Holding” Ltd., SHELL RITEIL UKRAINE (Kyiv).  
Certificate of completion.

04.2012 – 04.2012 Training “Working with complex clients and overcoming objections”. Affiliate Academy “Kaspersky Lab”. Certificate of completion.

05.2007 – 07.2007 Driver's courses. Driving school at NTUU “KPI”. Driving license of the category "B".