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| **Work Experience** | **• Export sales manager /** \_\_\_\_\_\_\_\_\_\_\_\_ / 2020 – Present  Analysis of international markets; identification of priority international market; active new clients search; identification of main players` needs; support in searching new suppliers; deals calculation; concluding contracts; support of foreign trade contracts at all stages; development of new directions of the company.  ***Achievements***   1. Built and supported relationship with **15 clients**: 10 of whom became regular customers, 3 of them are new customers 2. Attracted 9 new suppliers 3. Built chain of loyal partners and suppliers, who are ready for long-term mutually beneficial cooperation 4. Launched and lead 2 new projects, which lead to the new stage of company development 5. Improved operational activity of the company, **increasing working capital turnover 4 times**   **• Agri commodities trader /** \_\_\_\_\_\_\_\_\_ / 2017 – 2020  Analysis of markets and competitive environment; clients search; deals calculation; concluding contracts; deals execution and completion of all sales activity documentation; support of foreign trade contracts at all stages.  ***Achievements***   1. Systematized export supplies of the company (transition from spot contracts to long-term contracts) 2. Opened new promising regions for export, brought the company to the African market + the transition from contracts with traders to contracts with end-users 3. Closed transactions for the supply of sunflower oil at **prices $ 20-100 above market prices** 4. Concluded transactions for the supply of sunflower oil and sunflower cake on the terms of **100% prepayment** 5. Supported foreign trade contracts from customer search to control the shipment of goods on FCA / CPT / DAP / FAS / FOB / CIF / CFR terms 6. Intensified external communications of the company, **promotion of the company** on the global agricultural market:    * participation in business forums, industry conferences, round tables    * participation in a business meeting with a delegation of Indian businessmen with the support of the Export Promotion Office and the Ministry of Agriculture of Ukraine    * participation in a business meeting with a delegation of Turkish businessmen with the support of the Ministry of Agriculture of Ukraine   7. Attracted **foreign investments** (Bangladesh, South Korea, Switzerland (**0.5 million USD**)) to develop the company's production and export activities  **• Grain trader** / \_\_\_\_\_\_\_\_\_\_\_ / 2015 – 2016  Work with farms and elevators, market analysis and monitoring of competitors' prices, negotiating and contracting, transaction support, monitoring the work of a regional manager, reporting.  ***Achievements***   1. Bought soybeans and barley in Ukraine (contracts for 50-500mt) 2. Established long-term business relations with 15 new suppliers of soybeans for the loading of production capacities of PJSC "Pologovsky oilpant" 3. Increased barley purchase to provide export contracts by 10%   • **Business Development Manager** / \_\_\_\_\_\_\_\_\_\_ / 2012 – 2015  Promotion and development of the company: market analysis, analysis of the firm position on it, increase distribution channels (involving contractors and expansion of the regional network of representatives, training and support of partners, development of new trends), negotiations and contract work. Established 3 representative offices in Lviv.  **Projects**  2013 – 2020 – Broker in the agricultural sector  2013 – Sales manager in the metalworking industry and renewable energy sector2012 – Financial analyst in Ukrainian companies. |
| **Education** | **Institute for Master's and Postgraduate Education at the University of Banking of National Bank of Ukraine** (2010 - 2012).  Finance, Faculty of Economics, Master. Defended diploma work in English.  **University of Applied Sciences of the Deutsche Bundesbank**, Germany (2011).  Lecture course in English “Central Banking”. Certificate, which confirms successful passing of examinations.  **Kharkiv Institute of Banking at the University of Banking of National Bank of Ukraine** (2006 - 2010). Finance, Faculty of Economics, BSc. Graduated with Honors.  • Actively participated in various scientific conferences and forums.  • Published research papers: «The Sources of Foreign Capital in Ukraine», «Revealing the Real Cost of Credit», «Unemployment in Ukraine», and others devoted to the nature of origin of investment, the investment climate in Ukraine, especially credit, etc.  • Member of the university’s Discussion Club. Received a diploma for completing the study in economics and sociology.  • Deputy head of the research department for the institute. |
| **Skills** **and**   **Knowledge** | • English - fluent;  • German - basic;  • Advanced PC User: skills to work with MS Office (good knowledge of Excel and PowerPoint), 1C, SAP, ODB Bars, Parus, Galaxy. |
| **Courses, Training, and Certificates** | • Fundamentals of Sales and Marketing, with Goldman Sachs 10,000 Women (2021). Coursera; • Brand father (2020). Fedoriv courses: • Export, EU markets and internationalization of business (2018). EdEra courses;  • Training “Management of teams and motivation of personal” (2016). International coach and trainer from Germany Dr.Karl Josef Does. Kyiv Chamber of Commerce and Industry;  • Toastmasters (2010 – 2012). International public speaking club in English;  • «Іmіdzh-Osvita» from NaUKMA (2011). Business English level Upper-Intermediate; • European Business Competence License (2010), certificate for a series of lectures in English about Economics, Finance, Accounting; • International House (2009). English level Upper-Intermediate; • Certificate for a lecture course in English, «Banking System of Switzerland, Swiss Financial System, Subprime Crisis, and Corporate Lending» (2008). |
| **Personal Qualities** | Sense of purpose, initiative, good communication skills, personal drive, flexibility, stress resistance, positive attitude and energy, responsibility. |
| **Hobbies and Interests** | Running, climbing, gym; professional and business literature; intellectual game Mafia; organizer and moderator of Agri Discussion Club – (2016 – 2020; <https://www.facebook.com/groups/AgriDiscussionClub/> ). Blood donor. |