



EMIL HASANOV

SALES | PROCUREMENT | LOGISTICS | BUSINESS DEVELOPMENT

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SKILLS

- Sales & Business Development – Market analysis, lead generation.
- Procurement & Supply Chain – Supplier sourcing, contract negotiation.
- Logistics & Operations – Transportation, warehouse optimization.
- Market Research – Pricing, trend forecasting.
- Contract & Risk Management – Negotiation, compliance.
- Team Leadership – KPI setting, staff training.
- CRM – Client engagement, retention.
- Financial Planning – Cost control, forecasting.

COMPUTER SKILLS

- MS Windows (Excellent)
- MS Word, Excel, Outlook, Access (Excellent)
- MS PowerPoint (Good)
- 1C Accounting, R-Keeper, Perco (Excellent)

LANGUAGES

AZERBAIJAN	(Native)	<div></div>
ENGLISH	(Good)	<div></div>
RUSSIAN	(Excellent)	<div></div>
TURKISH	(Excellent)	<div></div>

CERTIFICATES

- Personnel Management – Dale Carnegie (2018)
- Logistics, Procurement, and Supply Chain Management – Promtexsoft Company (2017)
- Honorary Order – Baku State University (2007)

ABOUT ME

Results-driven sales and logistics professional with over a decade of experience in procurement, supply chain management, and business development. Skilled in contract negotiation, market analysis, and customer relations. Proven ability to optimize operations, lead high-performing teams, and drive revenue growth. Adept at implementing strategic solutions that enhance efficiency and profitability. Passionate about fostering long-term partnerships and delivering exceptional business outcomes.

WORK EXPERIENCE

Altus Electric LLC

May 2024–Present

Sales and Procurement Manager

- Developed sales strategies and managed key client relationships.
- Led procurement operations, supplier negotiations, and contract management.
- Conducted market analysis and optimized purchasing decisions.
- Managed inventory, logistics, and on-time order fulfillment.
- Monitored KPIs and implemented efficiency-driven solutions.
- Identified new business opportunities and expanded supplier network.
- Negotiated pricing and contract terms to maximize cost savings.

Muslim Shop

2021–May 2024

Store Manager

- Ensured high-quality customer service and overall satisfaction.
- Created an engaging in-store experience to educate customers about products.
- Led and motivated the sales team to achieve business goals.
- Managed customer complaints and implemented problem-solving strategies.
- Controlled pricing strategies, promotions, and in-store offers.
- Ensured staff compliance with company policies and procedures.

OOO Econs Group, St. Petersburg

2018–2021

Procurement and Logistics Chief

- Built and maintained a database of key suppliers and business partners.
- Conducted market research to source and negotiate with suppliers.
- Managed product transportation, order placement, and returns processing.
- Led risk management strategies, securing insurance for goods and cargo.
- Developed safety measures for product storage and distribution.

OOO Econs Group, St. Petersburg

2016–2018

Procurement and Logistics Manager

- Supervised logistics operations, optimizing procurement efficiency.
- Negotiated supplier contracts and coordinated international shipments.
- Monitored warehouse activities and ensured inventory accuracy.

OOO Renaissance Heavy Industry, Moscow

2012–2016

Personnel and Administration Specialist

- Managed administrative processes, HR documentation, and personnel coordination.
- Assisted in recruitment, onboarding, and employee training programs.

“Ireli” Public Union

2005–2010

Debate Instructor

- Trained and mentored students in debate techniques and public speaking.
- Organized and led inter-university debate tournaments.

EDUCATION

Baku State University

2006–2012

Bachelor’s Degree in Geology