

Grigory Tsuriev

Java and Android Development

Highly organized, detail-oriented multi-tasker who can work under pressure and meet deadlines.



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WORK EXPERIENCE

B2B Junior Sales Executive

Gett

08/2016 – 06/2017

Moscow, Russia

Achievements/Tasks

- Was responsible for bringing new accounts into the firm. By doing massive cold calling and social sellings through LinkedIn attracted 3 contracts per week including Acer, Ariston, Nielsen, Subway and so on. Organised negotiations with Apple, Dell, Nokia, IBM, Xerox, Hieniken and a lot more international organisations in Russia.

B2C Account Manager

Rosbank

05/2011 – 06/2013

Achievements/Tasks

- 1. Working as sales manager followed up on leads of former customers. Provided customers with a description of the bank's financial products including credit lines and innovative accounting systems, data processing for better bank and business integration. Received a bonus for establishing client satisfaction that often resulted in the customer transferring his banking business to the bank. Met goals set by management in relation to the follow up of consumer leads and closing of new deals. 2. Successfully marketed auto loan package to clients who required a high level of disclosure confidentiality. Communicated with V.I.P. clients with concerns about safety and reliability. Secure prestige car loan business for the bank, by obtaining a cosigner agreement for a client whose borrowing exceeded his credit line. 3. Was responsible for 10.000 Euros per month in disbursements for ATM space rentals, electricity and other utilities and verified bookkeeping entries in the accounts payable conformed to the contractual terms of the bank and suppliers arguments.

EDUCATION

Java and Android Programming

Masa Project

09/2017 – 01/2018

Ayanot, Israel

MBA

Touro College

2012 – 2014

Berlin, Germany

International Economics

International University of Economics, Finance and Law

2009 – 2011

Moscow, Russia

SKILLS

Java

Android

Business English

Analytics

Social Networking

Sociability

Teampayer

Leadership and Organisational

Public Speaking

Marketing

LinkedIn

CERTIFICATES

Complete Java MasterClass (08/2017 – Present)

Complete Android MasterClass (08/2017 – Present)

LANGUAGES

Russian	●	●	●	●	●
English	●	●	●	●	●
Hebrew	●	●	●	○	○
German	●	●	○	○	○

INTERESTS

Personal and professional development

Businesses and Startups

Achieving Results

Project Management

Programming

Creating Something from Nothing