5501 Seminary Rd 2001S

FALLS CHURCH VA

(571) 645 0156

KAMILA.AIBEDULLOVA@GMAIL.COM

KAMILA AIBEDULLOVA

# HIGHLIGHTS

Service-minded, order processing, accounting, motivated seller, persuasive communicator, accurate, efficient, multi-tasker.

# EXPERIENCE

## Proplocate Realty, LLC (Falls Church VA) office manager

November 2016 - March 2017

* Running the office;
* Answered phone calls;
* Helped to manager with ‘in’ and ‘out’ mail;

## Stars and stripes, store in Pentagon City Mall (Arlington VA) sales associate

January 2016 - March 2016

* Enthusiastically conversed with customers about purchases needs and available products.
* Escorted customers to products, answered questions and made sure all questions were answered and no additional help was needed.

## SOYUZOPTTORG LLC, food ingredients, KAZAN (Russia) *— head of sales department*

September 2011 - 2014

* Manage the work of sales representatives
* Analysis of work and make plans;
* Develop relationships with customers;
* Launching new products;
* Sales goals planning and targets achievement;
* Solve customer’s issues

## SOYUZOPTTORG LLC, food ingredients, KAZAN (Russia) *— sales representative*

September 2005 - 2011

* Sell food ingredients to food factories;
* Cold calls; I
* Develope relationships with customers;

Promotion of products; Ir I am r you have interested

* Know-how food technologies;
* Solve customer’s issues.

## Bakery, KAZAN (Russia) *on your Associate/Technologist*

July 2003 - September 2005

* Maintenance backing process, ingredients ordering, new products developing;
* Help customers to purchase right product, merchandising, seasonal designing.

## Flower store, KAZAN (Russia) *— Entrepreneur*

March 2000 - July 2003

* Running flower store;
* Ordering flowers, merchandising, flower bouquets designing;
* Proactively sought out customers to assist across sales floor.  
  Enthusiastically conversed with customers about purchases needs and available products.  
  Escorted customers to products, answered questions about uses, and made sure all questions were answered and no additional help was needed.

# EDUCATION

## KAZAN State Technology University, Kazan *— Master*

September 1996 - July 2000, Kazan

Food Technology Faculty

Speciality - Engineer- technologist of bread and bakery.

## KAZAN State University, Kazan *— Bachelor's*

September 2011 - July 2012, Kazan

Marketing

Speciality - Marketing.

# ADDITIONAL INFORMATION

Very PC friendly, driver license, English and Russian speaker.