

Юртаева Виктория

Head of Business Development Department

300.000 Р full-time



Age:	(32 year)	Email:	maxfull@mail.ru
Citizenship:	Россия	Phone:	(900) 500-5555
City:	Москва	Skype:	mySype
Relocation:	Willing to relocate		
Business trip:	Prepared for business trips		

Main skills	Attraction of new partners	Interaction with key partners	Maintaining business relations
	Negotiations	Staff organization and work coordination	

Education	Higher
2007	
Moscow State Agroengineering University named after Vasiliy Prochorovich Goryachkin	
Engineering and Economics Faculty	
Specialty – Applicant Ph.D.	
2003	
Moscow State Agroengineering University named after Vasiliy Prochorovich Goryachkin	
Engineering and Economics Faculty. Specialization Economist-Manager.	
Specialty – Economist-Manager. Graduated with high honors.	
1998	
High scool	
Economic	
Specialty – Silver medal	

Languages	Native language	Русский
	English	I am a fluent speaker
	German	No knowledge
	French	No knowledge

Experience	14 years, 2 months
Western Union «Non-Banking Credit Organization «Western Union MT East»	
Moscow	
Strategic accounts manger	
April 2013 — Until Now (4 year)	
Network development, negotiations and interaction with Key strategic partners, support, signing contracts, maintenance of business relations with existing partners, money transfer system development.	
Achievements: \$1,5 Million incremental Revenue provided, eight Key partners signed, sales growth provided, another to the new class of trade oriented technology (food-retail and networks with limited customer-service time at the cashier’s desks) created and successfully implemented. New strategic account signed (2000 locations), project successfully launched.	
«Russian Standard Bank» JSC	
Moscow	
Project Manager for Interaction With Key Partners	
December 2012 — April 2013 (4 months)	
Responsibilities: Interaction with Key, Federal partners (included in TOP-5 of the Federal networks across Russia), negotiations, maintaining of business relations, development of the consumer lending program, providing the business plan fulfillment, work with databases of major partners (more than 1500 locations across Russia).	
Achievements: the number of selling locations increased + 20%, sales growth + 23%.	
«OTP-Bank» OJSC	
Moscow	
Head of Business Development Department	
November 2011 — December 2012 (1 year, 1 month)	
Responsibilities: Staff organization and work coordination (managers, leading managers, 95 person staff), staff recruitment, assessment of efficiency and monitoring of sales locations, analysis of the competitive environment.	
Retail development (Moscow), signing of new contracts, interaction with key partners, mainanence of business relations with existing partners. Achievements: YOY sales growth+ 150%, the number of sales locations increased more than twice. In accordance with the results in 2012 Moscow Regional Center was the best in the territory of the Russian Federation by key performance indicators.	
«Russian Standard Bank» JSC	
Moscow	
Head of Retail Department (North)	
September 2006 — November 2011 (5 years, 2 months)	
Responsibilities: Staff organization and work coordination (managers, leading managers, up to 385 person staff), recruitment of the staff, staff recruitment, assessment of efficiency and monitoring of sales locations, analysis of the competitive environment.	
Retail development (Moscow), signing of new contracts, interaction with key partners, Achievements: in 2008 the proposed system of work and staff organization was considered as the most effective and the system was implemented in all regions of the Russian Federation.	
JSC «Russian Standard Bank»	
Moscow	
Senior sales manager	
November 2003 — September 2006 (2 year, 10 months)	
Responsibilities: Interaction with key, Federal bank partners, negotiations, new signings to the consumer lending program, interaction with key partners, staff organization and work coordination (the staff located in the largest shopping trade centers of Moscow).	
Achievements: career growth from the position of Sales Manager to the position of the Head of Retail Department based on the growth of key performance indicators and significant contribution in business development.	
«21st Century Marketing » JSC	
Moscow	
Sales Representative of the Company «Pernod Ricard Rouss»	
April 2003 — August 2003 (4 months)	
Responsibilities: the Company's products promotion (elite alcohol) in the network of the «Seventh Continent», deliveries, orders.	
Achievements: sales growth 65%, maximum penetration of the product provided.	
IMS (International Marketing Solutions)	
Moscow	
Merchandiser	
June 2002 — August 2002 (2 months)	
Responsibilities: Work at the project of «Joint Merchendizing», promotion of Brands (Pepsi Cola, Dandy (Orbit, Stimorol, Dirol), Sun Interbrew (Klinskoe, Stella Artois) and others, orders.	
Achievements: maximum penetration of the product line provided, award for increasing the number of the Brand positions in all locations received.	

About me	Hardworking, goal-oriented, successful, sociable. Advanced PC User, work with programs: MS Office, MS Excel – deep knowledge, MS Power Point, MS Project, Visio, fluent English.
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