



ORUJOV FARHAD

- 8 December 2000
- Male
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## SKILLS

- Software
- Microsoft Office
- Outlook
- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint
- Webflow
- Jotform

## LANGUAGES

- Azerbaijani - Native
- Russian - Native
- Turkish - Conversational
- English - Advanced
- German - A2 Intermediate



## EDUCATION

- "DUNYA" SCHOOL SEP 2007 - MAY 2018
- AZERBAIJAN STATE UNIVERSITY OF ECONOMICS SEP 2018 - MAY 2022
  - Bachelor of Science
  - Faculty of Economics
- AZERBAIJAN STATE UNIVERSITY OF ECONOMICS SEP 2022 - MAY 2024
  - Master Degree
  - Master of Business Administration
- INTERNATIONAL SCIENCE & TECHNOLOGY UNIVERSITY SEP 2024
  - DOCTOR OF PHILISOPHY
  - Master of Business Administration



## INTERNSHIPS

- BAKU ISLAMIC GAMES 2017
  - Volunteer
- BAKU CITY CIRCUIT (F1) 2018
  - Marshall
  - Alert drivers about any given situation on the road or any danger ahead
- "RABITABANK' ASC FEB 2022 - MAY 2022
  - Operations Department
  - Acquiring skills in the service sector; communication with customers; working in system programs, as well as in Excel, and Asan Login programs.



## WORK EXPERIENCE

- PASHA PROPERTY MANAGEMENT DEC 2022 - AUG 2023
  - Marketing Intern
  - Maintaining strong communication between marketing executives and internal and external stakeholders. Conducting marketing research for key marketing campaigns. Working directly with project managers, designers, social media, and content teams to design and implement key marketing campaigns.
- PASHA PROPERTY MANAGEMENT OCT 2023 - JANUARY 2024

## Marketing specialist

Maintaining strong communication between marketing executives and internal and external stakeholders. Conducting marketing research for key marketing campaigns. Working directly with project managers, designers, social media, and content teams to design and implement key marketing campaigns. Performing competitive research to understand what's happening in the market, and incorporate your findings into each campaign for better results. Collaborating with marketing teammates, senior management, designers, and other project stakeholders. Assisting with event planning, including working with vendors, event coordinators, and design teams for on-site collateral: Managing the design and production of flyers, brochures, posters, banners, and other print materials used for marketing events, coordinating with event vendors to ensure that all elements of the event are delivered as planned, coordinating with internal departments to ensure that all materials are printed or created in time for the event, reviewing marketing materials created by outside vendors and approving them before they are used in an event marketing campaign, communicating with clients to address concerns or answer questions about an event's progress Managing various email campaigns, including the template designs, calls-to-action, and content used in our email sends. Collaborating with prominent members of the company, including executives, to craft and pitch press releases and thought leadership columns. Liaise with external vendors to execute promotional events and campaigns. Collaborate with marketing and other professionals to coordinate brand awareness and marketing efforts

## ITALDIZAIN

**FEB 2024 - TILL NOW**

### B2B SPECIALIST

Responsibility for managing the sales process from start to finish when selling products or services to other businesses. Identifying new business opportunities, developing relationships with potential customers, negotiating and closing deals, and maintaining ongoing account management. Reporting to sales managers and to Head of the division. Verify shipments against purchase orders and examine upon arrival. Prepare items for shipment to customers and/or return to supplier. Customer communication via e-mail giving succinct details on shipment information and providing the required information per order.

#### Distribution:

Managed the end-to-end distribution process, ensuring efficient storage, transportation, and delivery of goods. Coordinated logistics operations, optimizing routes and schedules to reduce costs and improve delivery times. Supervised warehouse staff, drivers, and logistics teams to maintain smooth and efficient operations. Monitored inventory levels, preventing shortages and overstocking through effective stock control strategies. Ensured compliance with transportation regulations, safety standards, and company policies. Developed and implemented distribution strategies to enhance operational efficiency and customer satisfaction. Collaborated with suppliers, carriers, and sales teams to streamline supply chain operations. Analyzed logistics data and prepared reports to support decision-making and performance improvements. Resolved distribution challenges by troubleshooting issues related to delays, damages, and inventory discrepancies. Utilized logistics

software and ERP systems to track shipments and manage distribution networks effectively



## CERTIFICATIONS

"RABITABANK" ASC

**2022**

Awarded for successfully completing the "Helping Hands" internship program organized by Rabitabank