

Sekret Vadym

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PROFESSIONAL EXPERIENCE

December 2013 – present:

Marketing agency «Fresh Marketing», ordered by «Microsoft Corporation»

Position: Regional representative, product trainer.

Duties:

- Enhancing the distribution and availability of products in retail outlets.
- Achieving targeted territorial growth at a rate and margin consistent with the company's marketing plan.
- Successfully introducing new products across a sales territory.
- Attending all relevant trade shows and exhibitions.
- Maintaining a high personal level of product knowledge.
- Human Resources (10 people). Recruiting and training up sales staff.
- Managing high quality customer relationships.
- Maintaining and updating territory records of all customers.
- Providing support to new and existing customers.
- Covering the areas of other Territory Managers whilst they are on holiday.
- Driving between different branches.
- Conducting initial product demonstrations and presentations to sales consultant.

September 2010 – October 2013:

Advertising agency "Talan Proximity" ("Talan Communications").

Position: hostess on projects «Marlboro», «Parliament». Lviv

«Marlboro» , Bukovel

Duties:

- The presentation and promotion of tobacco products, reward loyal smokers;
- The ability to find common language with different types of people; out of conflict situations.
- Working with denial, provocative questions;
- Teamwork;
- Keeping records;
- Implementation of the plan sales;
- Participation in "brainstorms" to develop product promotion strategies;
- Travel to other cities for presentations of goods and rewards loyal smokers at various music festivals such as «Art Field», «Solar.is».

EDUCATION

September 2006– January 2013:

Specialist in "Finance and Credit", Lviv National University "Lviv Polytechnic"

ADDITIONAL EDUCATION

- Soft Serve academy – LV-154.3 – HTML 5 CCS 3 JS courses.
- Computer Training Center «Logos» - basics of programming (on C#).

HIGHLIGHTS OF QUALIFICATIONS

- Excellent communication skills that result in establishing quick rapport with clients;
- Strong organizational ,analytical skills , goal-oriented , multitasking , responsible ,eager to study , assertive , remain calm under pressure , time management, accurate , sociable;
- An excellent level of attention to detail.
- Able to work on your own initiative and to tight deadlines.
- Knowledge of modern technology market, IT - technology and software for PC and mobile devices.
- Experienced user of Internet, Windows, MS Office.

LANGUAGES

- Ukrainian - native
- Russian - fluent
- English - Intermediate Level

Thank you for your time!