Sergey Lugovoy

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Authorized to work in the US for any employer

Work Experience

Student
The University of Arizona - Tucson, AZ
October 2020 to Present

I am an aspiring multinational web developer currently enrolled in the University of Arizona's boot camp program.

PRESELL REPRESENTATIVE LF
PepsiCo - Albuquerque, NM
January 2019 to September 2020

• 1.Grow sales volume, market share, product distribution, space allocation, and customer service in all assigned accounts
• Sell product inventory to standard
• Take inventory and place orders for future delivery
• Generate selling opportunities by maintaining and increasing shelf facings, cleaning shelves, and rotating products
• Merchandise product sections and build displays to stimulate sales

Crew Member
Westwind Landscape Construction, Inc - Albuquerque, NM
February 2018 to January 2019

1.Maintain existing landscapes and ground sprinkler systems.
2.Building new ground sprinkler systems.
3.Operate various types of landscape equipment.
4.Operate heavy equipment machines.

Head of Sales Team
LLC Berg Holding - Moscow
October 2014 to November 2016

1. Management of a team of managers 6 people.
2. Increase sales volume and expand the client base of the group.
3. Providing promotion of promotional programs.
4. Control of accounts receivable for the group.
5. Training of managers in negotiation methods and technology of sales.

Area Development Manager
LLC Interoil Rus - Moscow
July 2013 to October 2014

1. Regular and planned visits to outlets.
2.Search for new outlets.
3. Maintenance of assortment and an optimum stock of production in shops.
4.Placement of equipment.
5. Registration of sales outlets with promotional materials

Supervisor
Company Group ALKON - Moscow
November 2012 to June 2013

1. Management of an exclusive team of sales representatives.
2. Increase in sales volume and product representation in the territory.
3. Providing promotion of promotional programs.
4. Control of accounts receivable on a team.
5. Training of sales representatives to methods of negotiation and technology of sales.

Area Development Manager
LLC NRG Kolos Corporation - Moscow
August 2012 to November 2012

1. Creation of exclusive teams in the regions of Russia.
2. Interaction with distributors.
3. Controlling the implementation of assigned tasks.
4. Staff selection.
5. Increase the volume of sales through exclusive teams.

Supervisor
Company Group ALKON - Salsk
April 2011 to May 2012

Management of an exclusive team of sales representatives.
2. Increase in sales volume and product representation in the territory.
3. Providing promotion of promotional programs.
4. Control of accounts receivable on a team.
5. Training of sales representatives to methods of negotiation and technology of sales.

Deputy branch manager
LLC Emperor-K - Salsk
September 2010 to April 2011

1. Management of the sales department of 3 holding companies.
2. Control of accounts receivable under the control of the department.
3. Increase in sales of teams.
4. Control of work with key, network and complex clients.
5.Training of the personnel of exclusive teams with the features of the distributor's work.

Sales Representative
Company Group ALKON - Salsk
May 2009 to September 2010

1. Regular and planned visits to outlets.
2.Search for new outlets.
3. Maintenance of assortment and an optimum stock of production in shops.

4.Placement of equipment.
5. Registration of sales outlets with promotional materials.

Fitter-installer of water supply systems

LLC Tehmontazhstroy - Rostov-on-Don
September 2005 to January 2009

1. Installation of heating systems, water supply.
2.Technical maintenance of existing systems.
3. The marking of technological openings for the laying of engineering systems.

Locksmith OGM

LLC South Russian Salsk Branch - Salsk
December 2003 to August 2005

1. Installation and maintenance of equipment.
2. Controlling the effective operation and repair of grain storage and processing lines.

Deputy commander of the platoon of the RPMC

Rostov Oblast Deputy commander of the platoon of the RPMC Responsibilities:
December 2001 to November 2003

1.Treatment of the company personnel with existing requirements and standards.
2. Controlling the implementation of orders of the commanding personnel of the unit.
3. Control of discipline of the staff.

Education

Associate in agriculture

Salsk Agricultural College
September 1998 to June 2001

Skills

- Python
- JavaScript
- Project Management
- HTML5 (Less than 1 year)
- CSS (Less than 1 year)
- Bootstrap (Less than 1 year)
- API's (Less than 1 year)
- JQuery (Less than 1 year)
- Locksmith Experience
- Strategic Planning (8 years)
- Management Experience (8 years)
- Construction Experience (4 years)
- Heavy Equipment Operation (1 year)

- GitHub
- Git
- JSON
- Node.js
- MySQL

Links

<http://linkedin.com/in/sergey-lugovoy>

<https://github.com/slugovoy>

<https://slugovoy.github.io/responsive-portfolio/>

Military Service

Branch: Internal troops of the Ministry of Internal Affairs of the Russian Federation
Service Country: Russia
Rank: Deputy commander of the platoon of the RPMC
December 2001 to November 2003

1.Treatment of the company personnel with existing requirements and standards.
2. Controlling the implementation of orders of the commanding personnel of the unit.
3. Control of discipline of the staff.

Certifications and Licenses

py4e101x: Programming for Everybody (Getting Started with Python)
May 2020 to Present

py4e102x: Python Data Structures
June 2020 to Present

Publications

Weather Dashboard Project
<https://slugovoy.github.io/Weather-Dashboard/>
November 2020

The purpose of this application is to give user weather information based on the user's input.

When the user clicks on the "Search" button, the app will display the current weather conditions in that city, including temperature, humidity, UV index, and a picture representing whether it is clear, cloudy, raining, etc.

Technologies, languages, frameworks have been used:

1. Javascript - used to dynamically change HTML and store user-input.
2. HTML - used to create elements on the DOM.
3. CSS - used for styling HTML elements on page.
4. Query - Used for event listeners of elements as well as to store and recall variables in local storage to be displayed dynamically in HTML on the page.
5. Bootstrap - used for creating responsive structure and styling for this app.
6. Local storage - used to keep the variables and their values.

Code Quiz

https://slugovoy.github.io/code-quiz/
November 2020

This is a Code Quiz that tests the user's knowledge of basic JavaScript concepts.
The quiz is multiple-choice and has a timer which determines at the end how well the user answered the questions.
The timer starts when the user pushes the "Start" button. If the answer is wrong - the application code extracts 10 seconds from the total time. Also, at the end of the quiz user will be prompted for initials. They needed to store scores in local storage, which can be accessed by clicking a link.

Technologies, languages, frameworks have been used:

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4. Query - Used for event listeners of elements as well as to store and recall variables in local storage to be displayed dynamically in HTML on the page.
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Eat-Da-Burger

https://warm-shore-22893.herokuapp.com/
December 2020

Eat-Da-Burger is an application that lets users input the names of burgers they'd like to eat and delete them from the table if they have already eaten.

Technologies, languages, frameworks have been used:

1. Javascript - used to handle functionality on the frontend.
2. Handlebars - used dynamically render HTML pages.
3. CSS - used for styling HTML elements on page.
4. MySQL - used to store data.
5. Express - used to handle routes.

Additional Information

Analysis of the competitive environment
Sales analysis and strategic planning
Staff recruitment and training

Development of motivational programs for clients
Working knowledge of business software.