

Sergey Lugovoy

Albuquerque, NM 87114

serg.lugovoy.81@gmail.com

+1 (954) 3033692

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

- Management (8 years)
- Construction (4 years)
- Framing (1 year)
- drywall
- General Labor
- Construction Laborer
- Locksmith Experience
- Russian
- Heavy Equipment Operation
- Plumbing
- Landscape Maintenance
- Strategic Planning
- Computer Networking

- Python
- JavaScript
- Project Management

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

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.