



Manager

Summary

Resourceful and diverse revenue producer with vast skills and abilities that span more than a decade in: sales, the establishment of long-term, lucrative relationships, comprehensive product knowledge and superior client services. Strategic leader with an ability to plan and manage small and large projects aligning business goals with technology solutions to drive process improvements, competitive advantage, and bottom-line gains.

Details

Email

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Phone

+40 770 381 422

Citizenship

RO, MD

LinkedIn:

[linkedin.com/in/armasu](https://www.linkedin.com/in/armasu)

Skills

Leadership

Project management

Data Analysis

Strategic Planning

Communication

Marketing

Sales Experience

Retail Management

Staff management

Business operations

Operational planning

Market development

Negotiation

Collaboration

Work Experience



Store Manager

Altex Romania SRL || Petrosani || 09.2019 - Present

Main achievements:

- ◆ I grew sales by 34% and margin by 3%
- ◆ I increased the team by hiring 8 new employees (in team of 26)

Other:

- ✧ Completed store operational requirements by scheduling and assigning employees; following up on work results;
- ✧ Assessed sales reports to find and enhance sales performance, support inventory oversight, and capitalize on emerging trends.
- ✧ Manage all controllable costs to keep operations profitable
- ✧ Analyze sales figures and forecast future sales;
- ✧ Recruited and retained top talent, with focus on completing prompt performance evaluations, supplying positive feedback, and rewarding superior performance.
- ✧ Trained team members in successful strategies to meet operational and sales targets.
- ✧ Submitted reports to senior management to aid in business decision-making and planning.



Project Manager

Bass Systems SRL || Chisinau || 01/2019 – 06/2019

- ✧ Defined clear targets and goals and communicated to other team members.
- ✧ Created and supported schedule to protect company from dead-deal expense while meeting contractual obligations.
- ✧ Analyzed product and process and supplied actionable solutions including changes to processes, products, or quality standards where warranted.
- ✧ Established criteria for each milestone within product roadmap as means to measure developmental progress.
- ✧ Orchestrated projects within strict time-frames and budget constraints by employing

Languages

Romanian ★★★★★

Russian ★★★★★

English ★★★★★☆

Italian ★★☆☆☆

Dutch ★☆☆☆☆

Software

Power BI

Microsoft Office 365

Linux

Microsoft AX Retail

Dynamics AX

Microsoft Project

Jira

Education

Business Administration

And Management

Academy of Economic

Studies, Chisinau, MD

2002-2007

2002. BBA: Commerce

National College of

Commerce, Chisinau, MD

Certifications

Google Digital Marketing

Agile Product Owner

Scrum Master

- critical thinking to solve complex problems and working closely with senior leaders.
- ✧ Inspired Agile technical projects teams to elevated levels of performance and quality to supply exceptional business value.



Area Sales Manager

Gasa Group Holland B.V. 01/2013 – 01/2019 || Aalsmeer || The Netherlands

- ✧ 6+ years' experience in managing multilingual/multicultural teams in shared sales.
- ✧ Commended by top management for achieving € 5M personal sales target and € 14M for the team.
- ✧ Collaborated with vendors and built effective partnerships devoted to capitalizing on emerging and sustainable sales opportunities.
- ✧ Monitored trends in customer buying habits, market conditions and competitor actions to adjust sales goals and strategies.
- ✧ Held weekly meetings with Sales Managers to find techniques to overcome sales obstacles.
- ✧ Partnered with sales team members and used strong negotiation skills to close tough deals with lucrative clients.
- ✧ Established the sales roadmap and a commercial proposition that attracted new clients for East European department.
- ✧ Worked closely with IT Department for developing and improving functional requirements for new trading platforms to increased activity and sales. Achieve and grow after a first year for around 40 %.



Corporate Sales Representative

Metro Cash & Carry || Chisinau, Moldova 10/2007 - 01/2011

- ✧ Achieved sales goals of 23 M Lei and service targets by using interpersonal communication skills and product knowledge to cultivate and secure new customer relationships.
- ✧ Worked to develop network by finding and pursuing new leads, attending industry events, and building rapport with clients.
- ✧ Followed up with customers after completed sales to assess satisfaction and resolve any service concerns.
- ✧ Monitored weekly sales to draft reports for senior leadership and streamline operational processes.
- ✧ Computed total costs and profit requirements for customer sales to supply right pricing.