

HR and Personnel, Marketing & PR, Trade - purchase and sale



Andrey Stanetsky

Предпочитаемая страна: Чехия

Зарплата: От 1500 EUR

Направление деятельности Розничная торговля

Тип работы Полная занятость

Готов к переезду Да

Описание резюме

The qualified specialist with knowledge of German and English is looking for a job in Czech Republic.

Опыт работы

01.09.2019 – По настоящее время

LTD. "BEKO UKRAINE"

Field and Development Manager. Sales department.

- Developed and implemented motivation programs for trade/sales staff at all levels
- Created from the scratch and development of the sellout team (15 shop ambassadors, 2 sales representatives)
- Achieved the 110% increase at beko brand sales in partner stores
- Created sales teams, conducted in-house training (more than 200), supervised regional managers and promoters
- Provided standart sales and sales targets assurance
- Conducted market research and analysis, sales solutions to boost company sales revenue

01.04.2018 – 01.09.2019

LTD. "BEKO UKRAINE"

National Training Manager. Sales department.

- Controlled recruiting and management of sales representatives and promoters (Sellout team)
- Developed and implemented of motivation programs for sales representatives
- Developed and conducted internal (Ukraine) and external (Kyrgystan, Usbekistan, Georgia, Kasahstan) trainings
- Managed event for different groups of people
- Controlled the product availability and price monitoring at sale points
- Conducted public demonstrations for groups (up to 125 people)

01.12.2007 – 01.04.2015

LTD. "BSH HOME APPLIANCES"

Product Trainer. Marketing.

- Developed trainings
- Conducted public demonstration for groups (up to 125 people)
- Organized various events in many Ukrainian cities
- Designed different trainings and educational programs
- Prepared and adapted presentations and trainings for any audience

01.04.2015 – 01.09.2016

LTD. "BSH HOME APPLIANCES"

Regional Representative. Sales department.

- Controlled the promoters' management (36 people) in Kyiv region +
- Developed and implemented the staff bonus system
- Developed and conducted business trainings, "Quality Presentation", "TTI system", "Effective Communication"
- Resolved the conflict (both internal and external)
- Increased sales from 18 to 32% in most trade points (due to the aforesaid measures)

01.09.2016 – 01.04.2018

WUERTH-UKRAINE

Business Development Manager. Sales department.

- Managed sales growth
- Regulated recruiting and management of sales representatives
- Developed and implemented of motivation programs for sales representatives
- Developed and closed interaction with company's customers
- Implemented sales plan of buying habits forecast; annual budgeting
- Conducted market research and analysis, sales solutions to boost company sales revenue