



Krasnikov Vladislav Glebovich

Male, 41 year, born on 26 January 1982

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Reside in: Georgia

Ready for business trips

Desired position and salary

Commercial Director

Specializations:

— Chief Commercial Officer (CCO)

1500
USD

Employment: full time, part time

Work schedule: full day, shift schedule, flexible schedule, remote working, rotation based work

travel time to work: any

Work experience —16 years 5 months

April 2023 — till
now
5 months

«ArmRosPlast» LLS

Armenia, armrosplast.am

Chemical Production, Fertilizers

- Inorganic Chemistry (Manufacturing)
 - Inorganic Chemistry (Promotion, Wholesale)
 - Rubber, Plastic etc. (Promotion, Wholesale)
- Oil and Gas
- Petrochemistry (Promotion, Wholesale)
 - Oil Refining, Petrochemistry (Production)

Commercial Director

- Management of the sales department;
- Negotiations with key clients;
- Development of the structure of the sales department;
- Staff training and trainings;
- Development of a strategic plan for anti-crisis management;
- Implementation of internet marketing;
- Sales planning and production planning;
- Development of tactical behavior for managers in a highly competitive environment;
- Participation in the development of new products, including fundamentally new areas in business development;
- Development of global measures to overcome the crisis, taking into account the economic situation and internal resources.

May 2015 — till now
8 years 4 months

"Jewelry Art" LLS

Kostroma

Retail

- Retail Chain (Jewelry)
FMCG (non-edible)
- Jewelry, Fashion Jewelry (Promotion, Wholesale)
- Jewelry, Fashion Jewelry (Manufacturing)

Sales Director

- Organization of the wholesale sales process from scratch (control of the work of field managers, control of deliveries, personal negotiations with key customers);
- Development of new areas (opening of new production areas, organization of production, recruitment, selection of equipment and production areas, outsourcing of certain business processes);
- Work with accounts receivable;
- Entry into a closed narrowly segmented market from scratch;
- Organization of security (interaction with security and collection organizations, route planning and security of field managers, including training and obtaining licenses for weapons)
- Monitoring the technical condition of the fleet.

November 2022 —
March 2023
5 months

Chain of discounters "Dobrotsen"

Armenia, dobrotsen.ru

Retail

- Retail Chain (Food)
- Retail Chain (Perfumery, Cosmetics)
- Retail Chain (Clothing, Footwear, Accessories)
- Retail Chain (Children's Products)
- Retail Chain (Drugstore Goods, FMCG)

Supermarket Director

- Full control over the operation of the store;
- Organization of goods acceptance (including import);
- Conducting interviews;
- Carrying out full and local inventories;
- Household activities;
- Work in 1C (accounting), warehouse accounting;
- Preparation of orders, write-off of substandard and overdue goods, movement of goods between points;
- Development and implementation of marketing events.

July 2022 —
November 2022
5 months

"Indian Gems" LLS

Kostroma, indgems.ru

FMCG (non-edible)

- Jewelry, Fashion Jewelry (Promotion, Wholesale)

Director (anti-crisis manager)

- Wholesale of precious, semi-precious, ornamental jewelry inserts;
- Management of the sales office (14 people);
- Development of motivation;
- Resolution of conflict situations;

- Negotiations with key clients;
- Development strategy;
- Analysis of the work of the enterprise (SWOT-analysis, efficiency of employees);
- Diversification (development of a new type of activity to increase business profitability);
- Recruitment, interviewing.

March 2022 — July
2022
5 months

Jewelry house "Kabarovsky"

Kostroma, heat-hit.ru

Retail

- Retail Chain (Jewelry)
FMCG (non-edible)
- Jewelry, Fashion Jewelry (Promotion, Wholesale)
- Jewelry, Fashion Jewelry (Manufacturing)

Director of the direction "Jewellery"

- Control of own production, terms of development, deadlines for fulfilling orders at all stages from a sketch to finished products (waxing, casting, electroplating), interaction with contractors, dialogue with customers;
- Interaction with subordinate managers;
- Development of new products;
- Development of the sales department, search for new customers, new distribution channels;
- Participation in exhibitions;
- Search and interview of employees;
- Resolution of conflict situations;
- Implementation of economic activities at the facility;
- Interaction with the marketing department;
- Work with marketplaces (Yandex Market, Wildberries, Ozon, AliExpress, Masters Fair);
- Business trips for the purpose of negotiations with key clients.

July 2012 —
December 2014
2 years 6 months

Internet shop "E-Planshet"

Moscow, oxopad.ru

Retail

- Retail Chain (Electronics, Household Appliances)
- Retail network (mobile retail)
- Non-Chain Retail, Small Wholesale
- Internet Store
- Telecommunications, Communications
- Mobile Communications

Head of Sales Department

- Startup. Opening a store from scratch;
- Organization of all work processes. From finding an office to negotiating with investors;
- Retail sales of electronics;
- Monitoring the work of managers;
- Monitoring the work of service employees;
- Handling incoming calls and messages;
- Accounting for goods. Preparation of orders;
- Interaction with courier services;
- Work with warranty service;

- Payroll, motivation.

March 2012 — July
2012
5 months

«SMILE» Group of Companies

Moscow, www.smile-net.ru/
Telecommunications, Communications
• Fiber Optic Communications

Corporate Account Manager

- Conducting telephone conversations, "cold" calls;
- Looking for new clients;
- Conducting presentations over the phone;
- Visits to clients to conduct connection negotiations;
- Reporting, monitoring of installations.

March 2010 —
March 2011
1 year 1 month

Chain of stores "Profy" (Sirius Telecom).

Moscow, www.siriust.ru
Electronics, Tool Engineering, Household Appliances, Computers and Office Equipment
• Computer, Optical, Control and Measurement Technology, Radio and Electronics, Automatics (Promotion, Wholesale)
• Industrial, Domestic Electrical Appliances and Electronics (Promotion, Wholesale)
• Industrial, Domestic Electrical Appliances and Electronics (Manufacturing)

Sales Manager (Senior Store Manager)

- Sale of spare parts for cell phones and equipment for their repair;
- Knowledge of compatibility of all spare parts for cell phones;
- Knowledge of cell phone repair equipment;
- Knowledge of 1C (accounting).

January 2009 —
January 2010
1 year 1 month

“MTS”

Orel, www.mts.ru
Telecommunications, Communications
• Mobile Communications

CRM Lab Specialist

- Incoming communication (online help);
 - Outgoing calls (carrying out CRM campaigns);
 - Knowledge of the system of interaction with subscribers FORIS (MARTI);
 - Knowledge of GSM structure;
- Courses: "Techniques of customer service in contact centers";
- School of Customer Service, basic level;
 - Participation in the competition "Factory of Ideas".

January 2002 —
January 2003
1 year 1 month

Chain of stores "Maksimus"

Moscow, www.maximus.ru
Retail
• Retail network (mobile retail)

Sales Manager (Senior Store Manager)

- Sales manager for cell phones and digital equipment;

- Connecting subscribers to the networks of cellular operators;
- Drafting of contracts and inventory management;
- Senior Sales Manager.

January 2000 —
January 2002
2 years 1 month

Individual entrepreneur

Orel

Retail

- Retail network (mobile retail)

Supervisor

- Organization of two stores in the city of Orel for the sale of cell phones and accessories;
- The process of wholesale sales of goods in the city and in other regions has been established;
- Delivery from Moscow.

Education

Higher education

2019

Kostroma State Agricultural Academy, Kostroma

Industrial and civil construction.

2012

Orel State Agrarian University, Orel

Landscape gardening, landscape construction, Landscape design

2000

Orel Construction College

Architecture. Interior Design, Architectural Technician, Interior Designer

Professional development, courses

2010

Customer Service Techniques in Contact Centers

MTS, Basic level

2010

School of Customer Service

MTS, Basic level

Key skills

Languages

Russian — Native

English — A1 — Basic

German — A1 — Basic

Skills

Sales Planning Cold Selling CRM Telephoning B2B Sales Sales Development Retailing Sales Skills Corporate Selling Customer Focus Management Time Wholesale Trade Customer Complaints Order Processing Sales Analytics Staff Training Team Management Sales Management

Direct Sales MS CRM work with VIP clients Motivation Maintenance of active clients

Driving experience

Own car

Driver's license category B, C

Additional information

About me

Confident PC user (AutoCAD, CorelDRAW, PhotoSHOP, 1C, etc.), extensive experience in organizing, strengthening and developing a business and promoting it to the interregional level. Energetic, proactive and full of ideas.

Socionic type: Guardian (Dreiser, Ethical-sensory introvert, ISFJ)