

ELNARA SHUKUROVA

JUNIOR PRODUCT MANAGER

I will find a creative solution to the task because my strength is analysis and thinking outside the box

ABOUT ME

- 11 years of work experience in customer service
- Become **the best promoter** selling 100% of the products on the first day
- Sold wholesale products **worth 50 000\$** to clients from the USA, the UK, Slovakia, Ukraine, Russia, Uzbekistan through my own Instagram page
- Found and serviced clients **worth 30 000\$** as entrepreneur
- Increased sales of sim-cards **5 times** for the first month
- Made a base of **5 000 target** wholesale clients
- Sold 20 Italian dresses and 40 pieces of jewelry **6 times more expensive** for 2 weeks

EXPERIENCE

Entrepreneur | Elyavolos

OCTOBER 2014 – PRESENT

Wholesale Uzbek hair around the world since 2014.

Achievements:

- Sold products **worth 50 000\$** to wholesale clients from the USA, the UK, Slovakia, Ukraine, Russia, Uzbekistan through my own Instagram page
- **The most popular** Instagram page of selling Uzbek hair in Russia
- **The second most popular** Instagram page of selling Uzbek hair in the West
- Found **20 regular** wholesale customers

Entrepreneur

JULY 2014 – MAY 2016

Assistance costumers in the search, payment and delivery goods from the USA, China and Italy. Advertisement and retail of goods.

Achievements:

- Assisted in the search, payment and delivery of goods from USA, China and Italy **worth 30 000\$**
- Found **15+ regular** customers
- Sold 20 Italian dresses and 40 pieces of jewelry **6 times more expensive** for 2 weeks

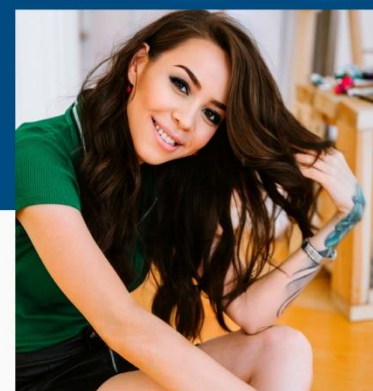
SMM Specialist, Shop Assistance | EasternHair

JANUARY 2014 – APRIL 2016

Wholesale and retail Uzbek hair around the world. The company based in USA, LA since 2008.

Achievements:

- Made a **base of 5 000** target wholesale clients
- Arranged delivery of over 50 orders
- Managed and overseen contents of the company **in more than 30** social networks



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🏠 **Tbilisi, Georgia**

📅 Date of birth: 5. 12. 1996

Skills

Analytical thinking ●●●●●

Expert

Creativity ●●●●●

Expert

Design Thinking ●●●●●

Expert

Business thinking ●●●●●

Expert

Marketing ●●●●○

Advanced

Customer support ●●●●●

Expert

Languages

English ●●●●●○

Advanced (C1)

Slovak ●●●●●○

Advanced (C1)

Russian ●●●●●●

Proficiency (C2)

Sales Promoter | Molochnaya Kuchnya

SEPTEMBER 2013 – DECEMBER 2013

Manufacture and sale of dairy products in Tashkent. The most popular brand of baby food product in Uzbekistan. Presently the company has 31 branches.

Achievements:

- Become **the best promoter** selling 100% of the products on the first day
- Increased products sales **5 times in the first month**
- Attracted more than **20 regular customers**

Branch Manager | UCELL

MAY 2013 – OCTOBER 2013

Ucell is a mobile network brand in Uzbekistan which works since 1996. Presently the company has roughly 1,250 employees and 8 million subscribers.

Achievements:

- **Improved the sales plan by 95%** in the first month of work
- Served more than 5,000 satisfied customers
- Maintained a **customer satisfaction rate of 80%** for the first month
- Increased the number of subscribers **5 times in the first month**
- Served over 800 customers

EDUCATION

MBA - Master of Business Administration | University of the People

JULY 2023 – JULY 2024