**Vladimir**

**Vladimir.151890@2freemail.com**

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| **Education** | Specialist in marketingProgram on Training Managers and Executives for the Enterprises of National Economy of the Russian Federation (2008-2009)The Samara State University of EconomicsUniversity INHOLLAND (RIMA-А, МВА)Psychologist Specialization of Psychology of Management (2001-2007)The Samara Municipal Institute of Management  |
| **Work Experience**October 2011September 2012Areas of Expertise:* Market research
* Direct marketing
* Lead generation
* Competitor analysis
* Sales/ promotional material
* Event coordination
* Writing press releases
* Online marketing
* Copy writing
 | **Marketing & Sales Executive** Railand Property International Phuket, Thailand**Company Industry:** Real Estate Duties:* Management sales representative control to follow sailing plan.
* Selling and reselling various properties, yacht and advertising in Magazine (provide by company).
* Do liaising with real estate agencies, build and develop relationships.
* Issuing contracts, actual agreements and ensure that these are fully adhered to.
* Solving problems and managing risk to ensure achievement of Real Estate Agencies targets.
* Providing reports and analysis as required, preparing presentations, proposals, plans for partner and co-agency.
* Preparation company brochures in terms of translation and compilation.

Achievements * Increased profit from the deals with tourists by 80%
* Achieved quarterly issues of magazine
* Optimized a business processes
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| June 2010September 2012Areas of Expertise:* Travel industry knowledge
* Luxury service
* Selling techniques Product knowledge Marketing
* Customer service
 | **Sales Representative** ILVES Andaman Co. Ltd. Phuket, Thailand**Company Industry:** Tourism Duties:* Sale all company product which it purpose
* Organize tour program according to customer expectation
* Sales an excursions for customers
* Organize private charter programs for tourists
* 24/7 customer service by phone
* Working (customer tourist service) with tourists from 4-5 stars hotels
* Excursions quality control
* Translations for tourist

Achievements * No personal and company complaints
* Monthly sales achievement goals was reached
* Optimized price for different category of hotels
* Optimized tour programs during tour guide
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| March 2007June 2010Areas of Expertise:* Closing sales
* Brand management
* Marketing Territory management
* Account management
* Work scheduling
* Presentations
* Market research
* Direct marketing
* Lead generation
* Competitor analysis
* Sales/ promotional material
* Event coordination
* Writing press releases
* Online marketing
 | **Marketing & Sales Executive**LLC “Civil Center “Older generation ” Samara, Russia**Company Industry:** Real Estate Duties:* Management of the organization
* Marketing management
* Management of sales
* Strategic and Market Planning
* Participation in working out of advertising and control at the stage of its manufacturing
* Planning of media in accordance with the features of the audience
* Coverage of actions conducted by the company in local mass-media
* Joint operation with journalists at placing of materials in mass-media
* Preparation and writing articles, scenarios for TV/ radio
* Analysis of advertising of competitors in mass media: its volume and presence in mass-media
* Organization of mass actions for customers of the company

Achievements* Successfully implemented several major PR projects
* Formulate a clear strategy for positioning
* Formulated and established brand
* Established close contacts with the managers of leading media
* The successful launch of an advertising company Ulyanovsk branch
* Achieved all the objectives of anti-crisis management
* Made the rebranding
* Introduced new products and services
* Optimized the business processes
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| **Additional Experience**September 2005 August 2006 | **Member of European Voluntary Service program**Fürst Donnersmarck-Haus (Berlin) |
| **Skills** | * Successful experience in sales (more than 5 years);
* Excellent analytical abilities;
* Have the methods of self-regulation and anti stress;
* Have knowledge in the real estate;
* Successful experience in TV and radio on-line programs;
* Skills of NLP.

Responsible, purposeful, good decision making, organized, sociable, hard-working person, administrative, communicational and interpersonal skills. |
| **Personal Information** | **Languages:** Russian – native; English – intermediate; German – basic.**Computer:** MS Office (for Mac and Windows), Photoshop, Corel & etс.**DOB**: 30 jun 1984**Marital status:** SingleInternational Drive License  |