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| **Jasur**  [**Jasur.364963@2freemail.com**](mailto:Jasur.364963@2freemail.com)  **Chief Operation Officer, Sales/Marketing**  Sales Executive 5+ years of experience | | |
| **Experience** | | **Personal Info** |
| **2013-01 present**  **2009-12 2012-12**  **2007-08 2009-11**  **2004-12 2006-09**  **2003-04 2004-11** | **COO, Brand Manager**  *REDTAG Uzbekistan Anglesey Food*  Chief Operation Officer, REDTAG Uzbekistan by Anglesey Food Ltd.  Responsible for brand development. 2013 opened 1st franchise fashion retail store with 1100 sq.m. Within 4 years number of outlets reached 13 stores, with18.000 GLA in 4 more regions. Employment passed over 300 qualified staff, with 18 executive managers. Sales increased 87% annual. Sales density increased from 125% per sq. m2  Developed brand vision, mission, goals and strategies for Uzbekistan Market  Implementation brand strategies, improving brand positioning and awareness  Create an executive managers board and developed motivation and self-development program for top managers.  Coach the team and get the best self-performance from every team member  Establish key performance specifications  Developed cost and price parameters, market and sales estimates  Reporting system, measure and report performance of sales and marketing  Project management, ROI, Annual reporting system  Monitor market trends, research consumer markets and competitors’ activities to identify opportunities and key issues. Oversee marketing and advertising activities to ensure consistency with product line strategy  Monitor product distribution  Anticipate bottlenecks  **Marketing Director**  *Nikita Mobile Ltd*  Marketing and Brand development. Content provider with over 300 employees, HQ Moscow, Russia. Presented in 13 regions in Central Asia. Created and marketed products to specific industries including fashion e-commerce, automotive dealerships, government, communication and non-profits. Responsibilities include identifying target markets, target accounts, driving brand awareness, product launch, and new product development. Launched multiple digital products included digital ecommerce platforms, daily deal software, online status management, mobile applications, digital rewards programs, and data capture.  Identify, develop, and implement programs for external and internal sales team implementation  Launched newly developed mobile app campaign which captured over 1mln end users in 1 year.  Created Customer Preferred ecommerce platform and monetary policy(e-payment)  Developed and launched IVR and geo location Non-profit revenue program for government  Partnered with MWC and take part in Mobile World Congress in Barcelona, Spain.  Work with National and Russian media companies  Planned, launched, and implemented first Manage Market Program in daily deal voice invitation.  **Manager Assistant**  *Tesco, London, UK*  **Sales Supervisor**  *Nestlé, Tashkent Uzbekistan*  **Assistant Marketing Manager**  *Uzbek Leasing International* | **Date of birth**  1982-05-09  **Marital Status**  Married, father of 2 Boys and a girl  **Skills**  Business Development  Sales  Management  Marketing  Entrepreneurship  Project Management  Inventory management  Corporate Finance  **Activities and Societies**  MFER  Modern Methods of Human Resource Management,  Ministry for Foreign Economic Relations, Investment and Trade of the Republic of Uzbekistan, 2006  **Languages**  English- fluent  Russian- fluent  Uzbek- Native  Turkish-Speaking  Arabic- beginner |
| **Education** | | |
| **2004-09 2006-06**  **2000-09 2004-06**  **2006-10 2006-12**  **2007-02 2008-07** | Tashkent State University of Economics  Master of Business Administration, International Trade and Marketing  Tashkent State University of Economics  Bachelor of Commerce (B.Com.), Marketing. Tashkent, Uzbekistan  InWent  Scholarship, Top managers program of the Federal Ministry of Economics and Technology of the Federal Republic of Germany. Strategic Management. Berlin, German  EF Advanced Diploma in English for Business. London, UK |  |