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|  **Jasur** **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. m2Developed brand vision, mission, goals and strategies for Uzbekistan MarketImplementation brand strategies, improving brand positioning and awarenessCreate 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 memberEstablish key performance specificationsDeveloped cost and price parameters, market and sales estimatesReporting system, measure and report performance of sales and marketingProject management, ROI, Annual reporting systemMonitor 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 strategyMonitor 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 implementationLaunched 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 governmentPartnered with MWC and take part in Mobile World Congress in Barcelona, Spain.Work with National and Russian media companiesPlanned, 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 DevelopmentSalesManagement MarketingEntrepreneurship Project ManagementInventory managementCorporate Finance**Activities and Societies**MFERModern Methods of Human Resource Management,Ministry for Foreign Economic Relations, Investment and Trade of the Republic of Uzbekistan, 2006**Languages**English- fluentRussian- fluentUzbek- NativeTurkish-SpeakingArabic- beginner |
| **Education** |
| **2004-09 2006-06****2000-09 2004-06****2006-10 2006-12****2007-02 2008-07** | Tashkent State University of EconomicsMaster of Business Administration, International Trade and MarketingTashkent State University of EconomicsBachelor of Commerce (B.Com.), Marketing. Tashkent, UzbekistanInWentScholarship, Top managers program of the Federal Ministry of Economics and Technology of the Federal Republic of Germany. Strategic Management. Berlin, GermanEF Advanced Diploma in English for Business. London, UK |  |