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| **PROFILE**  *A result-oriented Business Development Manager with 15+ years of experience in marketing/sales/product management/competitive intelligence in heavy machinery, security and defense and automotive industries. Proven expertise in strategic business development, achievement of the annual business target and developing new revenue streams. Specialist*  *knowledge in seeking new opportunities, building relationships, monitoring markets, developing and executing marketing and business development plans.*  **SKILLS**   * *Good communication - written and oral skills* * *Excellent conceptual and analytical skills* * *Effective interpersonal skills*   **PERSONALITY**   * *Communicative* * *Punctuality* * *Creativity* * *Organized*  SOFTWARE SKILLS *Microsoft Office*  *Sales Force*  *Adobe Photoshop*  *Solid Works* LANGUAGES *Russian*  *English*  *French*  *Ukrainian* | **MAKSYM**  [**MAKSYM.373875@2freemail.com**](mailto:MAKSYM.373875@2freemail.com) | |
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| **EDUCATION**  *1995 - 2000*  ***Donetsk National Technical University, Ukraine***  *Master of electrical and mechanical engineering*  *1997 - 2000*  ***Donetsk National Technical University, Ukraine***  *Certificate of technical translator (French)*  **EXPERIENCE**  *03.2015 - present*  ***STREIT Group (Dubai, UAE)***  *Key Account Manager / Business Development Manager* Core Role: New business development across the region, with key responsibilities towards account management, identifying, developing, negotiating and closing agreements and assigning new distribution network across the region. Duties:  * managing the product offering life cycle from strategic planning to tactical activities while sustaining business growth and profits * creation of dealership network in assigned region (CIS, Asia) * acting as the key interface between the customers/key account and all relevant divisions throughout the sales cycle – procurement, production, logistics, warranty * identifying and interpreting market intelligence, choosing right channel partners * dealing with VIP clients and governmental authorities (Police, Army, Civil Defense, Special Forces ) on the top level  Achievements:  * managed a turnkey project with development of a growth plan with product roadmap, budgeting, timeline and products to launch. * established dealership network in Asian countries – Philippines, Indonesia, Thailand, Bangladesh, Myanmar and Nepal * sales contract singed with governmental authorities and private companies for total amount more than $ 6 mln.   01.2013 - 03.2015  ***Corum Group (Ukraine)***  *Marketing manager / Business Development Manager* Duties:  * managed marketing strategy, developed annual marketing plans, delivered marketing activities within agreed budget * organization of company participation in specialized exhibitions, conferences, seminars * supervising technical team (15-20 people) when installing/removing the mining equipment at the exhibitions * creation of a dealer network in target markets processing requests from clients * preparation of bids in international tenders, participation in technical and commercial negotiations * dealing with mining companies and governmental authorities on the top level  Achievements:  * as marketing manager I organized yearly participation in international exhibitions in Ukraine, Russia, Poland, India, South Africa * as business development manager I coordinated the work of Poland subsidiary with technical support and sales tactics, which brought to the company two years * contracts for renting of heavy machinery with total amount more than 5 mln. USD. * initiated and implemented the project of opening of new office in Belarus, and set up the dealership network in Bosnia, Bulgaria and Estonia   *02.2011 - 01.2013*  ***Engineering and Technical Center "Mining machines" (Ukraine)***  *Competitive Intelligence Manager* Duties:  * defining, gathering, analyzing intelligence about products, customers, competitors, and any aspect of the environment needed to support top managers in strategic decision making * overview trends and tendencies of development of mining equipment * informational support of engineering and RnD departments  Achievements:  * initiated and implemented the project of ‘Sience and Technical database’ to support engineering, RnD, and procurement departments   *07.2002 - 02.2011*  ***National Security Service (Ukraine)***  Operations Officer | |
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