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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** |
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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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