**Vladimir**

[**Vladimir.151890@2freemail.com**](mailto:Vladimir.151890@2freemail.com)

|  |  |
| --- | --- |
| **Education** | Specialist in marketing  Program on Training Managers and Executives for the Enterprises of National Economy of the Russian Federation (2008-2009)  The Samara State University of Economics  University INHOLLAND (RIMA-А, МВА)  Psychologist  Specialization of Psychology of Management (2001-2007)  The Samara Municipal Institute of Management |
| **Work Experience**  October 2011 September 2012  Areas 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 |
| June 2010  September 2012  Areas 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 |
| March 2007  June 2010  Areas 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 |
| **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:** Single  International Drive License |