**Oleg**

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**OBJECTIVE**

Seeking for a challenging Sales manager position in a reputable company where I can utilize my skills and experience in order to contribute into its growth and produce exceptional results.

**SUMMARY OF QUALIFICATIONS**

* 10 years’ experience in sales & marketing
* Good knowledge of Microsoft Office Software including Word, Excel and Outlook. SAP,Fast Truck,Bitrex
* Using market knowledge to influence decisions regarding customer pricing and sales programs.
* Organizing special sales projects, such as new product introductions, sales promotions, advertisements, etc.
* Able to manage all aspects of sales to prospective and current customers, including providing highly technical and administrative product information.
* Ability to establish priorities and work under limited supervision.
* Experience in dealing with people from different cultures
* Ability to work under pressure, organizational and planning skills
* Excellent customer and communication skills
* Strong command of two languages: English and Russian

 **WORK EXPERIENCE**

###  Retail Head, Autorent, [Suhail Bahwan Group](http://www.suhailbahwangroup.com/)

 **Dubai, UAE, 2015 – Present**

Managing and motivating a team to increase sales and ensure efficiency;

Managing stock levels and making key decisions about stock control;

Analyzing sales figures and forecasting future sales;

Analyzing and interpreting trends to facilitate planning;

Using information technology to record sales figures, for data analysis and forward planning;

Providing or organizing training and development;

Responding to customer complaints and comments;

Attending and chairing meetings

**Managing Director, Angio-FZE, UAE, 2010-2015**

In charge of a sales and responsible for leading the development and implementation of all marketing programs and strategic sales activities. Also in command of ensuring that the companies and its customer goals are aligned and met.

Interacting with guests regularly to gain feedback on quality & service effectiveness

Managing staff to ensure that key target marketing areas are always covered.

Maintaining strong and cordial relationships with sales and marketing managers.

Identifying and monitoring the performance of competitors in the market place.

Providing excellent customer service to designated accounts.

Generating sales on a daily basis.

Closely monitoring the operating and financial results against plans and budgets

Representing the company to major customers and professional associations

**Sales Manager, Business AUTO, UAE , 2009 - 2010**

Establish relationships with prospective buyers through prospecting, referrals, internet inquiries and previous client base to exceed personal and company sales goals.

Extensive product knowledge training to ensure client inquiries are satisfied.

Provide financing and leasing options to clients through direct contact with multiple financial institutions.

Train and manage four sales assistants to provide support to sales team.

Receive payments and obtain credit authorizations.

Troubleshoot and resolve client concerns and needs on a daily basis.

Developed and maintain client communication tracking system.

Active participant in weekly sales team meetings.

**Sales Executive, Al Futtaim Automall, UAE, 2007-2009**

The core responsibilities are assisting manager in day to day sales operations, running business, meetings with customers, sales meetings, preparing reports. Handling the sales for existing and new customers, monitoring their orders/shipments, arranging the logistics for the export, updating the data base with contacts of prospect clients, targeting the increase of sales and growth. Finding and developing new potential clients, getting them on board. Keep the customers satisfied with products and customer services provided.

 **EDUCATIONAL BACKGROUND**

1985- 1989 Russian State Polytechnic University, Russia

Degree: BA, Engineering

1977- 1999 School- Gymnasium # 354, Sankt-Petersburg, Russia

Awarded Diploma with Honors for excellent result in studying and active participation in school life

 **COMPUTER KNOWLEDGE**

 MS Word, MS Excel, MS Outlook

 **LANGUAGES SPOKEN**

 Russian: mother tongue

 English: fluent- spoken and written

 **PERSONAL DATA**

 Place of Birth: RUSSIA

 Marital Status: married

 Visa Status: Residence Visa, UAE

 Valid UAE Driving License