**Plyut Andrew Leonidovich**

**ФОТО**

Male, 30 years old, born on June 2nd, 1986

Tel: +7 (916) 5800001 – preferred connection method

plyut@yandex.ru

Place of living: Moscow city

Citizenship: The Russian Federation, there is a work permit at Russia

Not ready for moving house, but ready for business trips

Desirable position and salary

**Head of Sales Department**

Sales

* Retail trade
* Wholesale trade
* Sales management

Employment: full employment

Working time schedule: full day

Preferred time to get to work: no matter

Work experience – 9 years and 6 months

November, 2014 – till present

Total 2 years and 2 months

**“A2 Centr Snabjeniya (A2 Supply Center)” LLC**
Moscow, [www.a2foton.com](http://www.a2foton.com) [www.a2isuzu.com](http://www.a2isuzu.com)

Commercial Director

1. Defining the Company sales developing strategy
2. Making marketing researches and analysis of current financial market situation
3. Stuff management
4. Elaboration of sales plan, defining priority lines, allocation of duties, explanation of scheduled plans to sales managers
5. Development of new sales channels
6. Performance control on scheduled plans, estimation of factual values, defining needs in changing assortment quality, searching reserves on sales increase, re-distribution of plans on sales channels, management of marketing activities and other activities on new clients attraction
7. Promotion of company brand at Russian auto parts’ market in commercial and heavy technique
8. Cooperation with Chinese partners, direct wholesale orders on auto parts supplying
9. Cooperation with key clients, service centers, shops, forwarding companies
10. Development of price setting system, assortment management (up to 5000 SKU)

Achievements:
Increased product variety, kept the share of the market and revenues during crisis period, minimized the company debt, adapted website functioning (made the website to be on first positions on key searches), performed increase of clients database, made optimal warehouse reserve. Realized a number of marketing strategies and tools (allocation of data on company production in journals, 2GIS, Direct-commercial and SEO-promotion).

**“A2 ” LLC**
Moscow, [www.a2foton.com](http://www.a2foton.com)

Head of Sales Department

1. Forming Sales Department. Support of sales plan performance and key measures on quantity and quality distribution
2. Development of sales and support of current clients’ database within entrusted area
3. Organization and coordination of sales department activity
4. Running negotiations with company key clients and promoting development of long-standing relationships
5. Staff management. Development of motivation programs
6. Performance control on scheduled plans. Analysis of sales and staff work efficiency.
7. Cooperation with key clients
8. Providing clients with consultations at all levels of contract validity
9. Developing strategies on increase of clients’ database
10. Control of efficiency, costs and department business procedures
11. Control on managers’ cooperation with clients database, service quality control, settlement of disputable problems with clients. Work on clients’ reclamations and complaints
12. Organization of sale of illiquid goods, elaboration of proposals on sales/campaigns for goods

Achievements

Formed stable staff of sales department, innovated the system of motivation for sales managers, provided positive growth dynamics at the expanses of increase of average bill and attraction of new clients.

July, 2012 – November 2013

Total 1 year and 5 months

**“A2 ” LLC**
Moscow, [www.a2foton.com](http://www.a2foton.com)

November, 2013 – November 2014

Total 1 year and 1 month

Senior manager

1. Providing the achievement of scheduled sales plan on clients and maximum income out of trade operations.
2. Active cooperation with company clients aimed at products promotion for maximum satisfaction of clients’ needs.
3. Sales control, providing of required service for clients.
4. Making contracts with suppliers and customers, and control of its performance.
5. Support and improvement of company representation.

August, 2008 –
July 2012

Total 4 years

**“Torgovyi Dom Gruzovik-AUTO (Truck-Auto Trade House)” LLC, The Holding of Center TransTehMash companies**

Moscow, gruzovik-auto.ru

Manager (wholesale department)

1. Clients database management, search of potential clients (subdealers). Sale of company production (more than 10000 SKU).
2. Forming contracts, running documentation, primary bookkeeping. Control on payments and dispatches.
3. Making scheduled sales.
4. Development of existing clients’ database
5. Making negotiations and solving controversial situations.

April, 2007 –
April 2008

Total 1 year and 1 month

**“Stimpel” CJSC (“Nobel Oil” National Corporation)**

Usinsk

Economist

Scheduled-economic activities: budgeting, investment analysis, costs accounting

Education

Higher education

2007

Contemporary Humanitarian Academy, Moscow city
Economics/Finance and credit, Bachelor degree

Professional development

2001

Experimental School Programmers

“CDOD” Municipal educational institution of supplementary kids’ education

Key skills

Languages

Skills

Russian – native

English – basic knowledge

Sales management, Sales planning, Sales analysis, B2B Sales, B2C Sales, Cooperation management with key clients, Staff management, Key clients development, Sales development, Negotiations, Relations management with clients, Suppliers cooperation, Debt control, Management skills, Personnel management.

Additional information

Recommendations

About me

“A2 Centr Snabjeniya (A2 Supply Center)” LLC

Provided if requested (Director General)

I have a huge experience on B2B and B2C sales. I also have knowledge, skills, effective methods, techniques and approaches required for successful sales; I can handle with huge volume of data, take negotiations at the level of Director and business owners, create long-standing relations with clients.

 Personal character. Sociability, ability to orient rapidly at the existing situation and personally take decisions, ability to learn fast, responsibility, ability to win friends easily, resistant to stress, purposeful, ready for changes, persevere and striving for professional advancement.

 Confident computer user, 1C 7.7, 1C 8: Trade+warehouse, MS Office.

 Marital status: married, have kids.