



## Andrey Stanetsky

Preferovaná země nebo město: **Czechia**

Plat: **od 1500 EUR**

Činnosti: **Maloobchod**

Úvazek: **Plný úvazek**

Připraven přestěhovat se: **Ano**

### Popis životopisu

The qualified specialist with knowledge of German and English is looking for a job in Czech Republic.

### Zkušenosti

01.09.2019 – Do teď

**LTD. "BEKO UKRAINE"**

**Field and Development Manager. Sales department.**

- Developed and implemented motivation programs for trade/sales staff at all levels
- Created from the scratch and development of the sellout team (15 shop ambassadors, 2 sales representatives)
- Achieved the 110% increase at beko brand sales in partner stores
- Created sales teams, conducted in-house training (more than 200), supervised regional managers and promoters
- Provided standart sales and sales targets assurance
- Conducted market research and analysis, sales solutions to boost company sales revenue

01.04.2018 – 01.09.2019

**LTD. "BEKO UKRAINE"**

**National Training Manager. Sales department.**

- Controlled recruiting and management of sales representatives and promoters (Sellout team)
- Developed and implemented of motivation programs for sales representatives
- Developed and conducted internal (Ukraine) and external (Kyrgystan, Usbekistan, Georgia, Kasahstan) trainings
- Managed event for different groups of people
- Controlled the product availability and price monitoring at sale points
- Conducted public demonstrations for groups (up to 125 people)

01.12.2007 – 01.04.2015

**LTD. "BSH HOME APPLIANCES"**

**Product Trainer. Marketing.**

- Developed trainings
- Conducted public demonstration for groups (up to 125 people)
- Organized various events in many Ukrainian cities
- Designed different trainings and educational programs
- Prepared and adapted presentations and trainings for any audience

01.04.2015 – 01.09.2016

**LTD. "BSH HOME APPLIANCES"**

**Regional Representative. Sales department.**

- Controlled the promoters' management (36 people) in Kyiv region +
- Developed and implemented the staff bonus system
- Developed and conducted business trainings, "Quality Presentation", "TTI system", "Effective Communication"
- Resolved the conflict (both internal and external)
- Increased sales from 18 to 32% in most trade points (due to the aforesaid measures)

01.09.2016 – 01.04.2018

**WUERTH-UKRAINE**

**Business Development Manager. Sales department.**

- Managed sales growth
- Regulated recruiting and management of sales representatives
- Developed and implemented of motivation programs for sales representatives
- Developed and closed interaction with company's customers
- Implemented sales plan of buying habits forecast; annual budgeting
- Conducted market research and analysis, sales solutions to boost company sales revenue