**Alexander Smirnov**

**Date of birth:** 01.04. 1981

**Nationality and/or Citizenship** Russian, Saint-Petersburg

Ready for business trips. Ready to move to Moscow.

Tel: +7 (9хх) ххх-хх-хх

Email: a.smirnov@mail.ru

**Objective:** Head of Sales Department

**Key Skills:**

• Active sales, expansion of client base;

• Working with key clients, work with objections;

• Management sales team.

**Achievements:**

• Created sales department from scratch. Under my supervision department (5 persons) regularly performed the plan of attracting new customers and sales;

• Led the company 7 key customer (totally up to 50% of orders);

• Developed and implemented the company's sales technology of the technically complicated equipment.

**Experience:**

**10. 2008-07. 2014 Head of Sales**

**Co.Ltd «ННН group» (www.nnn-grup.com), St. Petersburg**

Field of activity: Wholesale of construction equipment

• Sales Management (5 subordinates);

• Work with key customers, eliminating any objections;

• Work with accounts receivable.

**07.2003-09.2008 Sales manager**

**Co.Ltd «ХХХ group» (www.ххх-grup.com), St. Petersburg**

Field of activity: Wholesale of construction machinery

• Active sales, expanding the customer base;

• Work with key customers, eliminating any objections;

• A timely and systematic monitoring of the prices of similar products of competitors;

• Work with accounts receivable.

**Education:**

**2003** Saint Petersburg State University of Economics and Finance, St. Petersburg Department of "Economics of Labor and Personnel Management" Specialty: "Personnel Management" Qualification: "Manager" (Graduated with honors)

**2003-2014** Visiting numerous seminars and training sessions for sales and customer service ("Cold calls", "Sales method SPIN», «Active sales", "Sales of services", "Tough negotiations", "Work with objections," etc. )

**Additional Information:**

**Foreign languages:** English - advanced.

**PC skills:** advanced user (MS Office; CRM; 1C).

**References are available upon request**