35 ani

Masculin

Chișinău

17 500 MDL

Preferințe

- Full-time

Limbi

- **Română** · Nu cunosc
- **Rusă** · Fluent
- **Engleză** · Mediu

IT Sourcer / Recruiter

Despre mine

I'm Arsenii from Russia, currently - Istanbul.

• I've wide banking experience in Russia (KAM, finance consulting, funding consulting (contractor), business optimization, elementary tax optimization, business remodeling, customer base reconstruction, local risk-management and etc.)

• I have customers service improvement experience in finance, hospitality, human resources and etc.

• I've hiring experience (IT, finance, working staff and etc.)

• I've experience of initiating and developing of the internal corporation entrepreneurship

• Problem solving on demand, as a contractor (structuring business processes, negotiations, funding and etc.)

Internet Recruiting • IT Recruitment • Agile Project Management • New Business Development • Customer Service Management Management • Project Coordination •

• Mentoring • Project Management • Entrepreneurship • Key Account

Experiența profesională

HR partner, remote recruiter (working staff) · OZON.ru · Istambul
Martie 2022 - Prezent · 2 ani 9 luni

Source and Recruitment processing

Founder, New Recruitment Service NRS platform (saas) · New Recruitment Service platform (NRS) · Istambul
Decembrie 2021 - Prezent · 3 ani

New Recruitment Service NRS platform (SAAS)

I was starting to develop the SAAS platform, as a founder, but the process was stopped, because of Russian-Ukrainian conflict (unfortunately), but should continue the project asap. Possible co-founders from Berlin and London was canceled all negotiations about participation

Project mission: maximum simplification of hiring process, hiring speed and conversion rate increasing, hiring unification and automation business-processes increasing and etc.

Recruiter (remote) · DataArt · Istambul
Octombrie 2021 - Prezent · 3 ani 2 luni

Source and Recruitment processing

HR partner, remote recruiter (working staff) · Yandex Eats · Istambul
Ianuarie 2021 - Prezent · 3 ani 11 luni

ACCOMPLISHMENTS:
+100 peoples recruited

Remote recruiter (IT) · Intel Corporation · Istambul
Ianuarie 2020 - Prezent · 4 ani 11 luni

ACCOMPLISHMENTS:
• Winner of internal competition in december of 2021, KPI: count of relevant applications in the competition period
• 39 new candidates were involved for a month

Fund rising consultant • Advisory Board · Entrepreneur · Istambul
Ianuarie 2016 - Decembrie 2021 · 5 ani 11 luni

ACCOMPLISHMENTS:
•14 completed cases
•2,3 mln euros attracted investments (total)
•4 projects on more than 6 mln euros worth (consultant role)
•Know how: developed and implemented a risk-free working capital financing system with the involvement of a mass private investor. Target: companies with negative underwriting or scoring rate

Co-partner • CEO · ApromAllianceLP · Istambul
Septembrie 2016 - Septembrie 2018 · 2 ani 1 lună

Transportation operator company - Multimodal Logistic Company
ACCOMPLISHMENTS:
• 5,6 mln euros revenue
• 136 contractors
• 420 completed orders
• 648 000 km transportation mileage

Senior key account manager · BANKMDM · Istambul
Ianuarie 2014 - Decembrie 2015 · 1 an 11 luni

ACCOMPLISHMENTS:
• +18% (243 pieces) new accounts (implementing new partners

channels)
- +17% commission earning income
- +6% (+13,5 mln $) increase in leads for the loan portfolio of the local regional office

Senior key account manager (SMB) • Senior operation manager · RFABANK · Istambul

Iulie 2011 - Februarie 2013 · 1 an 8 luni

ACCOMPLISHMENTS:
- +43% (408 pieces) new accounts (change key client profile) • +27% average monthly account balances
- +13% (+ $40K) commission earning income

Studii: Superioare

National University of Science and Technology "MISIS" (Moscow Institute of Steel and Alloys), Staryy Oskol branch

Absolvit în: 2011

Facultatea: MA-equivalent: Specialist diploma in Finance and Credit (5-year), Finance and Credit

Specialitatea: Finance and Credit