



- 👤 28 ani
- ♂ Masculin
- 📍 Chișinău

Preferințe

- Full-time

Limbi

- **Română** · Fluent
- **Rusă** · Fluent
- **Engleză** · Fluent
- **Franceză** · Comunicare

Permis de conducere

Categoria: B
Cu automobil personal

Datele de contact sunt contra cost. Detalii aici: <https://www.rabota.md/ro/prices/cv>

Business Development Manager

Despre mine

- Football
- Travel
- Volleyball
- Basketball
- Movies

Experiența profesională

Professional Football Referee · Federația Moldovenească de Fotbal

Septembrie 2013 - Prezent · 11 ani 1 lună

- Officiating regularly in Moldova's top league, the Super Liga, and in international UEFA matches, including high-profile games such as Barcelona vs. Porto.

Senior Account Manager · Unifun

August 2019 - Decembrie 2023 · 4 ani 4 luni

Sales and Relationship Management

- Secured and delivered 40+ IT solutions, including marketing channels, SIM-based services, and mobile apps, to Mobile Operators across Europe, CIS, Middle East, and Africa.
- Cultivated strong relationships with 40 mobile operators, effectively aligning interests and driving business growth.

C-Level Engagement and Event Organization

- Organized and led business trips to MWC Barcelona and MWC Rwanda, fostering relationships with C-Level managers and expanding network opportunities.
- Enhanced relations with senior executives, contributing to strategic partnerships and business development.

Team Leadership and Recruitment

- Managed a team of 6, developed strategies, and optimized performance to exceed targets.
- Recruited and trained new team members, building a high-performing team.

Document and Project Management

- Prepared and approved critical business documents, including contracts and official correspondence.
- Applied Agile methodologies to manage and deliver complex projects, ensuring successful outcomes and high client satisfaction.

Business Development Manager · SparkDev

August 2019 - Martie 2023 · 3 ani 7 luni

- Excellent understanding of the software development process using www.bubble.io
- Handling the entire communication between developers and clients
- Proposing the most suitable UI/UX for clients Apps
- Defining the minimum viable product of clients
- Work with senior developer to manage large, complex projects for clients.
- 15 delivered MVPs to the market.

Police Officer · Ministry of Internal Affairs

August 2014 - Mai 2019 · 4 ani 9 luni

- Management of the Operative Group consisting from 16 - 20 policemen.
- Speaking with victims
- Preparing reports
- Investigation of the crime scenes

Studii: Superioare

Police Academy "Stefan cel Mare"

Absolvit în: 2019

Facultatea: Law

Specialitatea: Forensic Science

Cursuri, training-uri

Center of Referee Excellence

Absolvit în 2019

English language

Absolvit în 2019

Organizator: www.rosettastone.com