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Radchenko Iryna Mykolayivna

Активно ищу работу

Business Development Director/Manager, Export Head

Полная занятость
Желаемый город работы : Киев
Дата рождения: 25 марта 1984 (42 года)
Пол: Женщина
Семейное положение: Не указано
Дети: Не указано

Контактная информация

Зарегистрируйтесь или войдите чтобы открыть контакты соискателя

Цель

Enthusiastic Business Development Manager with 16-year experience including vertically integrated projects and in-licensing cooperation, dedicated employee with high integrity, strong work ethic, great leadership skills and exceed goals is looking for new opportunities where can be usefull for compny as well as develop own new skills. And of course, to earn money!

Опыт работы

Export Director, Commercial Unit

с 05.2021 по 06.2022 (1 год)

“Pharmaceutical Firm “Darnitsa” JSC, Kiev
(Export strategies and activities for foreign markets design and implementation.
Search of potential partners on foreign markets and compilation of partners databases.
Presentations of the company's products, organization and participation in international exhibitions, trade shows and events.
Foreign market monitoring aimed at finding new markets and sales channels, competitors, international market trends, assessing the prospects of international markets.
Monitoring of existing and prospective markets, assistance in identification of appropriate business opportunities and reviewing of company products.
Supervision of efficient working of sales staff, ensuring of compliance to export objectives, design of sales strategies according to customer requirement.
Development and maintenance of professional relationships with agents and clients, improvement of collaboration with partners.
Ensuring activities according to customer specifications and assist business partners to design efficient distributing strategies for customers and ensuring compliance to local regulations.
Administration of goods export, ensuring of compliance to organizational policies and procedures, monitoring of financial and currency processes, transactions.
Analysis and planning of sales, attracting new customers, maintaining current relationships with existing customers.
Evaluation of reports submitted by sales staff, recommendation of appropriate changes if required and maintain operational records to prepare project sales and establish profitability in organization.
Preparation of effective business plan for projects to achieve required product volume and profit, organization of market plans to suit all customer requirements, preparation of budgets.
Determining the optimal sales policy.)

Head of Markets Development Department, Business Development Unit

с 01.2016 по 05.2021 (5 лет 3 месяца)
Farmak JSC, Kyiv
(Materials and proposals preparation for strategy formulation and company business planning with further implementation
Sales and production campaigns planning
R&D of new products planning including projects economic efficiency calculations
Complex analysis and tendency of foreign markets organization with further launching of finished products.
Development and implementation of API strategy (own production)
Contract manufacturing strategy control and implementation, proposals for optimization of production capacity preparation, learning of the best world practices.
Organization of products registration process on foreign markets
Negotiations with potential and existing partners. Partners selection according to approved criteria.
Choosing and approving of relationship forms with foreign partners. Preparation, approving of agreements on confidentiality, contract manufacturing and supply, licensing with foreign partners.
Control of obligations fulfillment by foreign partners.
Project management under strategic products (development of project concept, creation and agreement of project documentation; planning, budgeting, resourcing; implementation of works according to approved planes; budget management; generation of project team and organization of work; coordination of work with external specialists; risk management; project decision making; meetings; change management)
Organization and participation in worldwide pharmaceutical exhibitions, B2B meetings, conferences for new business contacts and opportunities.
Department human resource (recruitment and selection, career planning, planning of specialists

personal development, KPI creation, formulation of effective compensation and stimulation system).
Improvement of forms and processes in department
Company presentation in state bodies, ambassadors, to foreign partners on conferences, meetings, events.)

Head of Out-Licensing Sector, Business Development Department

с 10.2011 по 01.2016 (4 года 2 месяца)
Farmak JSC, Kyiv
(Planning of sector activities, materials preparation for company business-planning
Budgeting (sales and expenditure items) of sector
Production planning
Information providing and proposals preparation for product registration planes. Calculation of financial performance over export planes realization.
Search of new partners. Development of criteria for new partners choosing.
Negotiations with existing and new partners.
Registration and actualization of distributor list.
Choosing of relationship forms with foreign partners
Preparation and approval of agreements on confidentiality, contract manufacturing and supply, licensing with foreign partners
Control of obligation fulfillment by foreign partners.
Organization and participation in worldwide pharmaceutical exhibitions.)

Business Development Manager of Out-Licensing sector, Business Development Department

с 11.2006 по 10.2011 (4 года 10 месяцев)
Farmak JSC, Kyiv
(Activities planning, reports preparation
Preparation of data for sector budget
Negotiations with existing partners and potential partners
Search of new potential partners
Preparation of agreements on confidentiality, contract manufacturing and supply, licensing with foreign partners
Provide data for presentation preparation
Organization of company participation in worldwide exhibitions
Preparation to meeting with foreign partners
Coordination of fulfilments by foreign partners.
Preparation of documents for shipment of finished products
Provide data for production plans
Analysis of foreign pharmaceutical markets
Coordination of partners orders fulfillment between different departments of company
Daily monitoring of partners request for products (prices, volumes, registration requirements)
Preparation of promo materials to partners
Preparation and execution of business trips
Issuing of minutes during meetings.
Operation work with sector documentation in accordance to company standards.)

Деловые и личные качества

профессионал с большим практическим опытом в данной области, навыки построения взаимовыгодных взаимоотношений с клиентами, навыки проведения успешных переговоров с клиентами, ответственность, умение убеждать и договариваться, коммуникабельность, стремление к самосовершенствованию, постоянно повышаю свой уровень профессиональной подготовки, настойчивость, способность быстро принимать правильные решения, умение достигать желаемых результатов, аналитическое мышление, глубокое знание сферы деятельности, нацеленность на результат, навыки делового общения, хорошие организаторские способности, ответственность, решительность, целеустремленность, способность самостоятельно принимать решения, энергичность, организованность, самостоятельность, ориентация на результат

Дополнительные сведения

• Influencing and negotiation skills on different levels
• Interpersonal communication
• Analytical knowledge
• Strategic partnership oriented
• Market research
• Excellent organization skills
• Project management
• Fast decision making
• Result-oriented
• Stress-resistant
• Independent, self-organized
• Self-initiative taking, reliable, flexible
• Computer skills
Experience in vertically integrated cooperation, manager of first generic launching in EU project. Product was shipped to Germany next day after patent expiry.
Near 5 in-licensing projects - launching of products in-bulk on the market of Ukraine
Involved in M&A activity
Member of IBP Project implementation
Excellent organization of 90-year anniversary of company, Madrid, Spain

Образование

Interregional Academy of Personnel Management

высшее , с 2001 по 2006 (5 лет)
Master of Foreign-Economic Activity: Management of International Business, Kyiv (Ukraine)

Bogomolets National Medical University

среднее , с 2013 по 2018 (5 лет)
Specialist: Pharmacist, Kyiv (Ukraine)

Курсы и тренинги

Andante (Business Workshop): Personal Growth Strategy, 2007 SCTIPTUM (Social Centre for Reflexive

Psychological Trainings of United Methodologies): Management of Own Activities, 2009 SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Conflict Management, 2012 SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Team Interaction, 2012 SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Project Management, 2012 SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Communication Skills Formation, 2012 Project Management Institute/GREP PMI: Outlines of Project Management, 2013 LvBS (Lviv Business School): Time for Team, 2014 Partnership Academy: School of Leaders, 2015 Victoria Berezina (Business&People): Leadership and Team Management, 2017 Victoria Berezina (Business&People): Tools for Personal Efficiency of the Leader, 2017 Victoria Berezina (Business&People): Art of Management: Operational and Tactical Management, 2017 Victoria Berezina (Business&People): Management in coaching style, 2017 Live Management: Effective Communication. Conflict Management, 2018 Sales Vector (Consulting Group): Strategic and Commercial Thinking, 2018 NewRealGoal: Emotional Intelligence in Leadership, 2019 Deloitte Academy: Project Management and Operations, 2019 LeaderWay: Leader 3.0, 2019 PharmSpeaker (Live&Online Seminars): School of Regional Managers, 2019 Harvard Medical School: HMX Fundamentals – Physiology, 2021

Владение языками

Ukrainian — опытный
English — свободно
Russian — свободно

https://novarobota.ua/index.php/resume/business-development-directormanager-export-head-244957