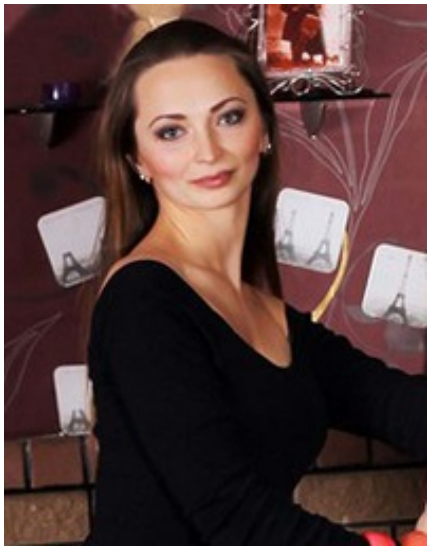
Опубліковано 13 жовтня 2021р.



Holitsyna Svitlana

Активно шукаю роботу

Event Manager

Повна зайнятість
Бажане місто роботи : Харків
Дата народження: 26 листопада 1987 (38 років)
Стать: Жінка
Сімейний стан: Не вказано
Діти: Не вказано

Контактна інформація

Зареєструйтеся або увійдіть щоб відкрити контакти пошукача

Досвід роботи

Present Business Development Manager

з 11.2019 по поточний час (6 років 11 місяців)
Svitla Systems
(active research using such tools as LinkedIn and others social networking tools and databases to find prospects

.Work with CRM

.Pursuing new business opportunities through hand written notes, cold calling, referrals, and networking through social media

.Develop and maintain 1500 active campaigns on regular basis

.Set-up face to face meetings for sales people in Europe

.Working diligently sales process designed specifically for software outsourcing industry)

Business Development Manager

з 06.2019 по 10.2019 (3 місяці)
Aspect Translation Company
(.active search and attraction of potential clients (USA, Europe)

.work with CRM, daily reports

.lead generation

.using cold calling, referrals, and networking through social media

.analyze and cultivate hot leads

.Assess opportunities, respond to RFPs, create proposals

.Conducting WEB-presentation for potential customers/partners

.Maintaining strong, long-term relationships with customers

.Align with CEO to support sales plans and strategies)

Head of International Relations Department

з 01.2019 по 05.2019 (3 місяці)
GABBI TM
(growing a company's presence globally

.management of a team of 6 people

.research of new markets

.contacting with leads and clients

.conduct business negotiation

.solution of controversial issues and conflict situations

.participation in developing new collections

.representative company on exhibitions and events

.making presentations

.organizing and holding meetings

.staff training

.studying competitors, costs, supply and demand;)

Retail Sales Manager of Women’s Shoes

з 03.2017 по 07.2020 (3 року 3 місяці)
Online Sales
(.participation in establishing selling prices by monitoring competition, costs, supply and demand;

.making photos and photo processing to improve sales

.search for customers through Internet

.advertising of goods through social networks and instant messengers, basic SMM

.attracting new customers and making them constant)

Present Event Organizer of Local Holidays

з 10.2012 по поточний час (14 років)
-
(.organization of children's and adult birthdays

.compilation of artist’s database

.control of events, resolving of controversial issues)

International artist

з 02.2010 по 05.2013 (3 року 2 місяці)
-
(.International dancer and trainer in Italy, Germany, Lebanon, Turkey

.experience in dealing with foreigners)

Senior Sales Manager

з 05.2010 по 12.2010 (6 місяців)
boutique Republik Union
(Assisted Customers in selecting clothes and other assesories items

.Work with documentation

.Mentoring and training other sales managers

.advertising development

.market research

.consultations of clients by phone and e-mail

.work with the subordinated sellers, carrying out of meetings, training of sellers)

Додаткові відомості

Personal Statement

Result- and detail-oriented and persistent Event-manager with 2,5 years of experience in creating and coordinating personal and corporate events, team-buildings, travels, b-days and meetings, with proactive position and good organizational skills, providing a professional and friendly environment for both staff and clients.

Seeking to further develop skills and experience by maturing with Devart as the new corporate event manager. Looking forward to having a great and interesting job which will allow me to upgrade my experience, improve and scale up my professional skills in order to reach company’s goals. Have the ability to work unsupervised, taking the initiative to develop innovative and creative solutions.

Skills

IT Proficiency good level in CRM Zoho and Bitrix, Google Docs, MS Office (Word, Excel, Access, PowerPoint), all Internet browsers, Photoshop, 1C. Quickly can study IT programs, can make presentations, brand materials

Driving Category B

Languages English – Upper Intermediate (certificate)

German – Basic

Italian – Basic (A2)

Ukrainian - Native

Russian - Native

Leadership Charismatic leader able to mobilize people for tasks and delegate effectively

Communication Good report writing skills

Innovator Keeps track of latest technologies and looks to incorporate them in the work

Mentoring Able to inspire and train other employees so that they may achieve their best and live up to their potential professionally and personally

Освіта

Kharkiv institute of business and management

вища , с 2009 по 2011 (2 року)
Department of economy The expert of Marketing,

Kharkiv institute of business and management

вища , с 2008 по 2010 (2 року)
Department of economy The bachelor and expert of Management of the organizations,

Simon Kuznets Kharkiv National University of Economics

вища , с 2005 по 2008 (3 року)
Department of International economic relations Speciality - Foreign trade activities management,

Kharkiv Lyceum of Arts

середня спеціальна , с по 2005
Finished with honours for high achievements in study,