

Bogdan JOVMIR



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OBJECTIVES:

Job: Full time
Department: Sales, purchase, logistics
Seated in: Cluj Napoca
Working area: Romania/ EU
Career level: Manager/ executive position
Education level: University and post University Business school
Availability: min 30 days after written agreement with employer

EXPERIENCE

Logistic Manager **09.2015- present**

Company: F-eins Handel- Logistic GmbH, Austria

Field of activity: Transport department

Place of work: Cluj Napoca

Strategically plan and manage loadings and unloadings from F-eins' suppliers to customers, contracting external frigo trucks, responsible for loading/ unloading documents

Trade Manager **01.2014- present**

Company: F-eins Handel- Logistic GmbH, Austria

Field of activity: Purchase and sales of row meat materials for processing industry.

Place of work: Cluj Napoca

Trading meat raw materials for processing industry. Buying from EU slaughterhouses and selling to EU or non EU meat processors

Country Sales Manager- Romania **04.2007- 08.2013**

Company: Farm Frites B.V (Czech branch)

Field of activity: Frozen potatoes sales, forecast, marketing

Place of work: Bucuresti 2007-20011, Cluj Napoca 2011-2013

Responsible of P&L, production rolling forecast, increase of clients portfolio.

Working with a national distributor of chill and frozen products. Focus on Horeca market

Regional Sales Representative **12.2006- 04.2007**

Company: Farm Frites B.V (Polish branch)

Field of activity: Frozen potatoes sales

Place of work: Bucuresti, Cluj Napoca

Working together with distributor's sales team to increase portfolio of Horeca customers and listed products, price negotiation .

Making qualitative tests of the frozen fries at customer's place

Sales Manager**03.2006- 11.2006***Company:* Omercom Distribution, Bucharest*Field of activity:* hot drinks and snacks Vending sales/ services

Coordinating a team of 7-9 operators and 3-4 technicians.

Responsible of good relation with old clients and permanently increasing portfolio with new clients.

Vending Operator**2004-2006***Company:* Omercom Distribution, Bucharest*Field of activity:* Hot drinks and snacks Vending sales/ services.**Vending Operator****2002-2004***Company:* Interbrands M&D, Bucharest*Field of activity:* hot drinks Vending sales/ services**EDUCATION**

2008-2009 Mercuri International Business School- Sales Manager Academy degree

2000-2004 National School of Administrative and Political Studies-
"David Ogilvy" Faculty of Communication and Public Relations**SKILLS****Foreign Languages (Knowledge level):**

English (advanced)

French (beginner)

PC Skills:

Skilled in Microsoft Office (Excel, Word, Power Point, Outlook)

Other skills or details that are relevant to your CV

High Energy, Customer-Driven Sales/Marketing Professional

with extensive professional experience/skills in the following areas:

- * Developing New Clients
- * Maintaining & Upselling Existing Clients
- * Developing and Managing Multiple-Districts Territory
- * Trade show Representations
- * Managing New Product Launches

Areas of Expertise:

- * New Client Development * Maintaining/Upgrading Existing Clients
- * Cold Calls/Prospecting * Customer Need Assessments
- * Sales Presentations * Price Presentations/Negotiation
- * Closing the Sale * Ensuring Customer Satisfaction
- * Growing Territory Sales * New Product Development
- * Resolving Customer Problems * Database Management
- * Public Speaking