



Curriculum Vitae Skorobogatov Leonid

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Objective:

Regional or area manager / product manager / key account manager Russia and CIS.

Summary:

10 years sales experience B2B (industrial refrigerators, laboratory equipment, industrial machinery and automation, security systems, CCTV). Fluent English. Practical knowledge of PC hardware and various electronic devices.

Education:

1996 – 2001 St. Petersburg State University of Aerospace Instrumentation.
Qualification: Engineer-electrician.
Specialization: Automatic systems.

Special Courses:

2010 – Product training “Weinmann intensive care equipment”, Hamburg, Germany.
2008 – Product training “Trade coolers “Norpe”, Helsinki, Finland.
2007 – Product training “Tobacco equipment “Hauni”, Hamburg, Germany.
2005 – Product training “Flowmeters “Flexim”, Berlin, Germany.
2004 – Product training “Moisture meters GE “General Eastern”, Dusseldorf, Germany.
2001 – Product training “Security Systems and CCTV”, St. Petersburg, Russia.
2000 – English Language Courses, St. Petersburg, Russia.

Work Experience:

03.2010 – present – Weinmann Geräte für Medizin GmbH, Germany (representative in St. Petersburg, Russia)

Position: area manager Russia and CIS.

Products: intensive care medical equipment.

Customers: ambulances; hospitals; EMERCOM of Russia, etc.

Responsibility: sale product in Russia and CIS via local dealers. Presentation for end users, doctors, dealers and partners. Cooperating with existing and searching a new dealers. Traveling (35%). Certifications equipment in Russia and CIS. Implementation of promotion plan. Organizing seminars, exhibitions, presentations and trainings. Visiting the production and exhibition in Europe with opinion leaders, important customers and partners. Organizing visits specialists from headquarter to my region. Project management. Reports to headquarter in Germany.

Projects: Sochi 2014 (RU); UEFA 2012 (UA); 2011 Asian Winter Games 2011 (KZ); Central state airmobile search and rescue team of EMERCOM of Russia ("Centrosapas"); 7 new dealers (RU+KZ).

03.2008 – 06.2009 – “Norpe” OY, Finland (representative in St. Petersburg, Russia)

Position: key account manager Russia and CIS.

Products: commercial refrigeration's.

Customers: retailers; supermarkets; shops; pharmaceutical industry; food producers; construction companies; dealers; resellers, etc.

Responsibility: sale product in Russia and CIS; search new customers; operate with existing dealers (4) and search new one; create orders in special form for productions; participate in tenders and exhibitions; customer visits; create quotations for dealers and end-users; prepare contracts; marketing research; organize advertising company's; organize trainings for dealers and customers; report once a month to area export manager.

Results: attracted one new dealer in Russia; created three new contracts with important customers (Valio, Cvetoptorg; Robin-bobin); organized the advertising companies.

Cause of quit: staff reduction upon finance crisis.

11.2007 – 03.2008 “ESAB” LLS (St. Petersburg, Russia)

Position: sales manager Russia.

Product: welding equipment.

Customers: all branches of industry; factories; construction companies; dealers; resellers, etc.

Responsibility: sale product in northwest of Russia; operate with existing customers and search new one; close cooperation with logistic department; payments control; delivery control; activity with dealers (15); trainings for dealers and customers; take part in tenders and exhibitions; report to managing director of north west department (Russia) etc.

Results: fulfilled the sale plan; attracted four new customers; took part in two exhibitions; created advertising materials.

Cause of quit: move to another company

02 – 10.2007 “Hauni Maschinenbau” AG, Germany (representative in St. Petersburg, Russia)

Position: key account manager Russia and Kazakhstan.

Product: machinery for tobacco industry.

Customers: tobacco processing plants.

Responsibility: support Japan Tobacco International factories in Russia and Kazakhstan; sale tobacco machinery and spare parts; organize delivery and customs clearance; organize installation and maintenance; create quotation in SAP; presentations and trainings for customers; report in SAP and CRM, etc.

Results: started project for re-equipment “KRES Neva” plant in St. Petersburg (more 5mln €).

Cause of quit: staff reduction.

06.2003 – 01.2007 “Tek-Know Holding”, Denmark (representative in St. Petersburg, Russia)

Position: product manager Russia and CIS / manager department.

Product: instrumentation and calibration equipment.

Customers: oil/gas/chemical/pharmaceutical/electrician/food/nuclear etc. industries.

Responsibility: sale product in Russia and CIS. Increase sales volume. Maintain close contact with existing customers and dealers (12). Search potential clients and new dealers. Work closely with distributors net and key customers in Russia, Kazakhstan, Ukraine, Belorussia and Azerbaijan. Settle any conflicts between dealers. Visit customers and dealers in all Russia and CIS for presentations and trainings. Receive certificate and approvals for products. Translate technical documentation. Take part in the exhibitions in all mentioned countries. Calculate prices for customers and dealers in Russia and CIS. Close contact with production in Germany. Report to export area manager (Germany) and managing director (St. Petersburg, Russia).

Results: ensured the fulfillment sale budget; got three big contracts with customers in Russia, Ukraine and Kazakhstan (total 2,5mln€).

Cause of quit: move to another company.

04.2000 – 05.2003 “Security House Export”, the Netherlands (representative in St. Petersburg, Russia)

Position: sale/product manager Russia

Products: security systems (Ademco, Vista, Galaxy, Algorinet), access control system (WIN-PAK® SE/PE), CCTV.

Customers: police, constructors, factories etc.

Responsibility: sale product directly to end users or through dealers net (15) in Russia and CIS. Technical consultations. Presentations for partners. Take part at seminars and exhibitions. Translate manuals. Report to managing director in St. Petersburg, Russia.

Results: provided sale budget; translated 5 manuals (about 100 pages each); created new presentations in Power Point.

Cause of quit: move to another company.

Other skills:

Advanced PC user (installation and configuring OS). Well known software: SAP, Word, Excel, Visio, Corel Draw, Adobe Acrobat, Photoshop, Power Point, BAT, Dreamweaver, Skype. Excellent analytical and communication skills. Great experience at a public speech. Good practice and experience in negotiations with different persons (from engineer till top management). Great experience in business traveling. Easy learning. Driver's license since 1992, great driving experience, good knowledge of car mechanics and electronics.

Personal data:

Was born 31.01.1972. Married. Have daughter 7 years old.

Hobby:

Downhill; computer; science fiction.

References:

Letters of Recommendation available from "Hauni Maschinenbau" AG and "Norpe" OY.