

ALEXEY N. DOBROLYUBOV

Address: 455 Mira Str., # 337, Moscow 125319, Russia.
Tel.: +7 916 999 9999 (mob.), e-mail: a.dobrolyubov@email.ru

Objective

To obtain a product management position with a multinational company or a local market leader.

Employment History

06.2009 – Present. Product Manager, Old Arbat Group (heating equipment supplies), Moscow.

- Reporting to the Commercial Director, responsible for a product line of 15 products from 3 manufacturers of heating equipment.
- Meet dealers, national accounts and end-users to enhance sales of the products.
- Analyze competitive product offerings in terms of technical and price points.
- Determine sales forecasts for the product lines.
- Develop launch plans and track actual unit sales for new product launches.
- Review product pricing annually.
- Conduct new product training for the sales force and dealer network throughout Russia.
- Participated in 7 trade shows in Moscow and regions to attract new customers and review competitors' products.

Achievements:

1. Increased product line sales by 12% in 2009 and by 15% in 2010.
2. Launched new product into the marketplace to replace an existing product increasing annual unit sales from 50 to 75.
3. Developed a 90-page Product Catalogue summarizing all product offerings from 3 vendors.

03.2006–05.2009 – Key Account Manager, TEPLO Engineering (boiling equipment supplies), Moscow.

- Managed sales to the key customers across the Russian Federation.
- Coordinated all product launches in the regions, especially in Urals and Siberia.
- Conducted market research activities regarding the key accounts nationwide.
- Acted as a liaison between the company and the key customers for all issues.

07.2004–03.2006 – Customer Service Manager, RusVent Ltd (cooling equipment supplies), Moscow.

- Processed incoming orders, coordinated shipments and handled customer-related issues.
- Handled incoming calls from customers and the field sales force.

Skills Profile

- Sales forecasts development and product pricing.
- Proven ability to manage key account relationships and large-scale projects.
- Practice of launching new products to the marketplace in different regions across Russia.
- Experience with presenting to senior management.
- Training dealers and sales force abilities.

Education

2000–2004 – Moscow State University, Department of Economics.

Special Trainings

2010, Berlin. Product Training, heating equipment, MP Industries GmbH.

2009, Moscow. Sales, leadership and time-management trainings.

Languages

Russian (native), English (fluent), German (technical).

PC Skills

Word, Excel, PowerPoint, MS Outlook, SAP.

Additional Information

Business trips and relocation possible. Driving license and a car available.