

Contact

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Top Skills

Distribution Strategies

Sporting Goods

Swimwear

Certifications

Marketing Foundations: Value Proposition Development

UX Foundations: Logic and Content

Create a Go-to-Market Plan

Purpose-Driven Sales

Creating a Business Plan

Ion Horneț

Chief Commercial Officer (CCO) la Simpals
Chișinău, Moldova

Summary

Proven experience of successfully managing sales teams to achieve quarterly plans. Great coaching and mentoring skills. Good motivator and patient teacher with all team members, regardless the circumstances. Comfortable with multitasking and well focused under stressful situations. Constant skills improvement by researching actual and pertinent topics in the areas of interest. Always looking for efficient ways to optimize workflows and costs of the department/company. Enjoying challenges and offering elegant solutions to difficult situations. Great experience with working in international and multi-cultural environments.

Experience

Sonr

Head of Corporate Sales

March 2023 - Present (1 year 1 month)

New York, United States

Simpals

Chief Commercial Officer (CCO)

July 2022 - Present (1 year 9 months)

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Commercial Director

June 2021 - July 2022 (1 year 2 months)

Chișinău, Municipiul Chișinău, Moldova

Glovo

Head Of Commercial

October 2020 - June 2021 (9 months)

Chișinău, Moldova

PoliLingua.com

Sales Team Lead

August 2019 - October 2020 (1 year 3 months)

Impro Corp

4 years 10 months

Senior Account Manager

February 2018 - July 2019 (1 year 6 months)

Pittsburgh, PA

Senior Sales Representative

December 2015 - February 2018 (2 years 3 months)

Sales Representative

October 2014 - November 2015 (1 year 2 months)

Pittsburgh, PA

Ministry of Economy, Republic of Moldova

Senior Consultant

June 2012 - September 2014 (2 years 4 months)

Chisinau, Moldova

Functional positions:

- Secretary of the Moldovan Side of the Joint Moldovan – Romanian Commission on Economic Cooperation
- Secretary of the Moldovan Side of the Joint Moldovan – American Commission on Economic and Commercial Cooperation
- Secretary of the Moldovan Side of the Joint Moldovan – Slovenian Commission on Economic Cooperation
- Secretary of the Moldovan Side of the Joint Moldovan – Slovakian Commission on Commercial – Economic Cooperation.

Main responsibilities:

- Elaboration of economic informative notes, analyzes and summaries, mainly in the field of trade;
- Representing the Ministry within inter-ministerial working groups;
- Responsible for bilateral economic files with countries in Central Europe and Asia;
- Planning and organizing the Joint Intergovernmental Committees on economic cooperation;
- Examination and endorsement of draft normative and legislative documents;

Agentia pentru Inovare si Transfer Tehnologic

Special Program Coordinator

August 2011 - May 2012 (10 months)

Chisinau, Moldova

- Initiating and maintaining links with similar foreign organizations and institutions in the field of science, innovation and technology transfer.
- Identify and Investigate new funding opportunities, cooperation with international entities that are active in the field of innovation and technology transfer
- Provide consultations on drawing project applications, international research programs, innovation;
- Monitoring the implementation of policies and strategies. Finding the results and their effectiveness.
- Identify mechanisms needed to harmonize Moldovan legislation to the acquis communautaire and compliance criteria in order to improve the administrative and regulatory development process.
- Coordinating twining and networking events, conferences, seminars and round organized by the Agency.

Education

Academia de Studii Economice din Moldova

Master's degree, International Business/Trade/Commerce · (2013 - 2015)

Academy of Public Administration - Republic of Moldova

Certificate, Public Administration · (2014 - 2014)

Joint Vienna Institute

Certificate , Applied Economic Policies · (2014 - 2014)

Academia de Studii Economice din Moldova

Bachelor, International Economics · (2009 - 2012)

Esparto High School

High School Diploma, General Studies · (2007 - 2008)