



## DMITRII SECINSCHII

### PERSONAL AND CONTACT INFORMATION

**Address:** Grenbole str. nr. 120/4, ap. 142,  
Chisinau, R. Moldova, MD-2009

**Telephone:** +373 67 737977

**E-mail:** [secinschiidigital@gmail.com](mailto:secinschiidigital@gmail.com)

**Date of birth:** 29.04.1988

**Gender:** Male

### EDUCATION

**2005 – 2009**

University of Applied Studies

Faculty: General Economy

Specialty: Business and Administration

**2001 – 2005**

Studium-Moldova, Chisinau

Courses of English

**1994 – 2005**

Theoretical Lyceum „Traian”, Chisinau

### PROFFESIONAL EXPERIENCE

**2018/09 – present**

**Digital Marketing Solutions for Proactive Consulting S.R.L. - <https://pro-active.md>**

- Creating and maintaining the webpage
- Promoting on Facebook (CPC, Engagement, Reach and Brand awareness campaigns)
- Promoting on Google Search (CPC and Retargeting campaigns)

**Digital Marketing Solutions for Limorent – <https://limorent.md>**

- Maintaining the webpage
- Promoting on Facebook and Instagram (CPC and Engagement campaigns)
- Promoting on Google Search (CPC campaigns)

**2016/08 – 2018/09**

**Sales Agent - International Travel Network (USA based company)**

**Responsibility:**

- Selling airline tickets and up-selling company products
- Maintaining a good relationship with existing customers
- Finding optimal air routes and offering options for potential customers
- Post-acquisition support

**2014/08 – 2016/02**

**Corporate Sales, Key Account Manager, JSC Moldtelecom, Chişinău**

**Responsibility:**

- Managing and maintaining existing portfolio of Key Accounts;
- Maintaining a long-term relationship with accounts and maximizing sales opportunities within them;
- Promoting electronic communication services provided by JSC Moldtelecom;
- Identifying potential customers;
- Careful and effective processing of transactions with accounts;

- Negotiating contracts;
- Make and present personalized offers to corporate clients;
- Key interface between the customer and all relevant divisions;
- Post-acquisition support of services.

**2012/06 – 2014/08**

**Corporate Sales, Direct Sales Manager, JSC Moldtelecom, Chisinau**

**Responsibility:**

- Promoting electronic communication services provided by JSC Moldtelecom to potential clients in the region of responsibility;
- Identification of potential clients and extension of portfolio in region of responsibility;
- Presentation of commercial offers, negotiating and preparing contracts;
- Identifying optimal solutions for the clients;
- Post-acquisition support of services;

**2010/10 – 2012/06**

**Corporate Sales, S.R.L. Ti-Bind, MediaNet™, Chisinau**

**Responsibility:**

- Selling telecommunication solutions and services;
- Identification of potential clients;
- Contract negotiation;
- Prepare and present commercial offers;
- Maintaining client base and increasing their loyalty.

**2009/09 – 2010/05**

**Sales Manager, IM STM Acord SRL, Chisinau**

**Responsibility:**

- Consulting potential clients about company commercial offers;
- Identify and establish contact with potential clients;
- Presentation of commercial offers;
- Customer orientation to the company's products;
- Contacting and informing customers about the next steps at each stage of the program;
- Active participation in planning and implementing sales strategy.

**2008/10 – 2009/05**

**Sales Manager, SRL Intehsis, Chisinau**

**Responsibility:**

- Identify and establish contact with potential clients;
- Consulting potential clients about company products and services;

**2008/05 – 2008/09**

**Park Services, Kings Island Amusement Park, Ohio, USA**

**Responsibility:**

- Give directions to guests and answer questions about the park;
- Pick up litter and dispose of properly;
- Monitor guests visiting the park and report any problems or infractions of park rules to security.

**2006-09 - 2007-08**

**Operator, SRL XL Print**

- Large format printing

**KNOWN LANGUAGES**

- Romanian - native speaking and writing;
- Russian - native speaking and writing;
- English - very good speaking and writing.

**PROFFESIONAL SKILLS**

I am a person that likes to work with people in positions where communication is important and teamwork is essential. Able to perform well in high-pressure environments as I am very competitive with a strong motivation to succeed. I'm positive, interactive, proactive, very responsible and punctual. I like to be informed and getting things done. Analytical thinking.

**COMPUTER SKILLS**

MS Excel; MS Word; Outlook; PowerPoint; etc.

**HOBBYS**

Collecting coins, swimming, reading and traveling.

**COURSES AND TRAININGS**

- Training courses in business „**National Program for Economic Empowerment of Youth**”, ODIMM, Chamber of Commerce and Industry of RM;
- Training „**Time management. Time Waits For No One**” Trainer: Ilie Dercaci;
- Training „**KEY ACCOUNTS SALES**” – Aegis Business Trainings;
- Course „**Neuro-Linguistic Programming models in dealing with objections**” – Institute of Neuro-Linguistic Programming;
- Course „**Models of Neuro-Linguistic Programming in negotiations and sales**” – Institute of Neuro-Linguistic Programming;
- Workshop „**Efficient Sales for your Business**”, EVENDA International Business Training. Trainer: Lorand Soares-Szasz;
- Course „**Challenger Sales**”, ASCENDIS. Trainer: Ciprian Ouatu;
- Training „**Art of negotiation. Managing emotions**”, EVENDA International Business Training;
- Seminar "Energy Management in accordance with the standard 50001".

**CERTIFICATIONS**

- [Google Ads Fundamentals](#)
- **Google Analytics for beginners** – exam passed
- **Advanced Google Analytics** – exam passed
- **Google Analytics Individual Qualification Exam (for certification)** – Attempting shortly.

**Other information**

Driving license “B” category.