

GUTU ION

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Address: Chisinau, Republic of Moldova

EXPERIENCE

FOUNDER & SALES MANAGER, DEVELOPER Chisinau, RM

Rivosmart / www.rivosmart.com November 2020 – Present

Ofical Agency Partner with ManyChat <https://manychat.com/agency/listing>

CO-FOUNDER & SALES MANAGER Chisinau, RM

Rivos Tech / www.rivos.tech February 2016 - 2018

- _Searching new clients and maintaining the current data base of customers (cold calls, business networking).
- _Market research (competitors' analysis, identifying new solutions and improving the current services).
- _Creating web design and develop online projects.

PROJECT MANAGER Chisinau, RM

Business Networking Event Moldova (BNE) / www.bne.jci.md March 2014 - Present

- _Organising Business Networking Events during the biggest exhibitions at Moldexpo.
- _Maintaining the site of the BNE.
- _Collaboratively working with BNE team to bring new clients for our events.

SALES & PROJECT MANAGER Chisinau, RM

Evomio August 2014 – February 2016

- _Brought more than 20 new clients with the budgets of 500 euro per client.
- _Developed skills in wordpress, HTML, CSS, bootstrap.

SALES MANAGER Chisinau, RM

Bizpower 2014 / www.bizpower.md August 2014 – February 2016

- _Brought more than 500 participants to the conference.
- _Brought in-kind partnerships (with a revenue more than 400.000 lei).

JCI MEMBER Chisinau, RM

International Organisation January 2015 – Present

AIIESEC MEMBER Chisinau, RM

International Organisation Octomber 2010 – September 2013

EDUCATION

ACADEMY OF ECONOMIC STUDIES OF MOLDOVA Chisinau, RM

Bachelor of Finance and Banking 2010 – 2013

ASOCIAȚIA NAȚIONALĂ A TINERILOR MANAGERI (ANTIM) Chisinau, RM

Entrepreneur Courses May 2014 –July 2014

(Business Plan structure; market analysis; customer care; stock management; human resourses management)

ERASMUS+ EXCHANGE PROGRAM

Participant 2014 –2015

(Lithuania, Latvia, Georgia, Romania, France, Italy, Spain, Belgium, Portugal, Ukraine)

ADDITIONAL INFORMATION

LANGUAGES :

Romanian - native

Russian – advanced

English – professional proficiency German – basic

DRIVING LICENSE (B)

TECHICAL SKILLS :

Microsoft Office

Adobe Muse Adobe Photoshop HTML / CSS / Bootstrap