

Curriculum Vitae

Personal Data

<u>Surname</u>	Castravet
<u>Name</u>	Alexandru
<u>Date of Birth</u>	20 January 1984
<u>Place of birth</u>	Chisinau, Republic of Moldova
<u>Social Status</u>	Married, 2 children.
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Education

2021 – present	<i>Technical University of Moldova, Faculty of Computers, Informatics and Microelectronics. Specialization: Information technology for business, master degree</i>
2009 – 2011	<i>Academy of Economic Studies of Moldova, Finance Faculty Specialization: Business Administration, Finance and Insurance, master degree</i>
2001 – 2005	<i>Moldova State University, Mathematics and Informatics Faculty Specialization: Informational Management, licensed degree</i>
1998-2001	High School, Theoretical lyceum "Gaudeamus" from Chisinau, Moldova Real profile, specialization in physics and mathematics, Bachelor diploma
1989-1998	The 12 th "Ginta Latina" gymnasium, Canto class

Working Experience

April 2016-present	<i>„DAAC System Integrator” LTD, starting from Senior Sales Representant in Enterprise Segment was promoted to Head of Sales Division team, wich I am envolved now. Sales of integrated IT systems, sales coordination of the division team, verification of receipts and target, coordination with the delivery and purchasing team. Organizing events for the clients to promote the company's products and services. Participation in business trips in events organized by vendors to study innovations and new solutions, forming new partnerships. Ensuring the personal sales target as well as that of the sales department.</i>
May2015 – April 2016	<i>“Victiana” L.T.D. (VideoSecurity), Leader of Direct Selling Division Administration of Direct selling unit, keeping good KPI, strategical planning of team activity. Managing projects of implementing security systems to final clients (Business and Consumers). Creating of new directions for selling products behalf partners, optimization of business processes, of keeping good selling report of unit, maintaining the database of clients.</i>
April 2014 – May 2015	<i>“StarNet Soluții” Ltd Company, Chief of Commercial Center Ciocana Administrating the sales team, managing the office, keeping good KPI.</i>

February 2011- April 2014	<i>"Moldtelecom" J.S.C., Key Account Manager, Sales Department</i> Responsible for generate sales in a portfolio of accounts and reach the company's sales target, identify new sales opportunities within existing accounts to keep a good mentainance of portfolio by up-selling and cross-selling, manage and solve conflicts with clients, interact and coordinate with the sales team and other staff members in other departments working on the same account, establish budgets with the client and company, participating on tenders, meet time deadlines for accounts, making strong customer relationships.
2007-2011	<i>"TACERO" Ltd., Executive Director (Company Administrator)</i>
April 2004 – 2007	<i>"TACERO" Ltd., Commercial Director, Sales Department</i> Responsible for the supplier's selection on B2B segment, contracts negotiation, delivery of FMCG goods, accountancy reports and future business-plans. Executive of tenders within the company (preparing the relevant documents, participating in the decision making process, providing the good unfolding of the signed contracts).
January 2006 – 2008	<i>"LAL" Ltd., System Administrator</i> Main responsibilities: network administrator, technical maintenance, software and hardware acquisitions for the company, keeping in repair the technical equipment.

Other experience

July 2015	<i>"Public Speacking"</i> – Training for develop best oratorical art, SBC Moldova
June 2015	<i>"Effective management of selling devision"</i> – Maxim Batyrev (Kombat), Russia
July 2014	<i>"Time Management"</i> – Planing Management Training, TMI Romania
October 2013	<i>"Efficient sales for your business"</i> - Lorand Soares Szasz, Evenda Event, Diploma Degree
May 2013	Mastering the <i>"Auditor Forming Course"</i> of Information Security Management System (ISMS) based on ISO 27001 with Diploma Degree
July 2012	<i>"NLP"</i> - Neuro Lingvistisk Programmering Training, Diploma Degree.
May-June 2012	<i>"Project Management"</i> - Key Account Management.
February 2011	Training on <i>"B2B sales"</i> , Business Solutions Division services.
2005 – 2006	Graduated English Courses <i>"Studium"</i> , Diploma Degree.
February 2004	<i>"MEPO"</i> – Moldovan Export Promotion Organization. <i>"Export Procedures and Documentation"</i>
2000 – 2005	Observer during the Presidential and Parliamentarian Elections, national and local elections (Moldova, Ukraine, Romania), voluntary work.
1994 – 1998	Leader of the Sport Club within the school.

Computer skills

Full computer literacy (Microsoft Office, Adobe Photoshop 6.5, PageMaker, Internet Explorer, IT configuration, network management and topologies, etc.).

Language Skills

Romanian – native, Russian – fluent, English – good, French – with dictionary.

Abilities

Communication and negotiation skills, strategic thinking, able to work in groups, leadership spirit, easily adaptable to new environment.

Other skills

Good driving skills. Driver licence B from 2001, C from 2010.

Hobbies

Smart games, volley, travelling, music, good movies, reading, spending time with family.