

Mykyta Ilin

Address: 44 Sovetskaya St., Lugansk, Ukraine, 91000

Phone: +38 095 1234567

Skype ID: pic_nik

E-mail: particular_n@gmail.com



OBJECTIVE

To obtain international training in American company in the field of management and business development in order to apply acquired skills in future within the Ukrainian private sector and/or international business environment.

EDUCATION

Dahl East Ukrainian National University, Lugansk, Ukraine

2007-2011 Bachelor Degree in Management

2011-2013 Master Degree in Management

- Achieved high academic ratings in management and other scientific studies, such as marketing, economics, international marketing, sociology, psychology;
- Participated in students' conferences dedicated to management and marketing;
- Diploma thesis: "The Formation of the Product Range in Pasta Production"

WORK EXPERIENCE

May 2010 to September 2010 Hilton Hotels, Hampton, VA, USA, Houseman

Sales Department Manager, MilaM LTD, Lugansk, Ukraine, November 2011 to May 2012

- Assisted sales department in searching new clients;
- Arranged preparation and conclusion of contracts for supply of products to customers, negotiated contract terms;
- Organized acceptance of final products of production units and distribution to warehouses;
- Conducted market research regarding demand for the company's products;
 - Revised strategies and techniques necessary for achieving the sales targets;
 - Did online customer satisfaction survey;
 - Did ABC/XYZ analysis.

August 2012 to November 2012 “Hotel Lugansk”, Lugansk, Ukraine, Hotel Administrator

- Planned and coordinated the provision of friendly, efficient services to guests;
- Assisted with check-in/out of clients;
- Coordinated housekeepers and prepared their work planning;
- Assisted guests with airline bookings and reconfirmation's;
- Assisted with translations (e.g. information, guest directory, menus etc.);
- Coordinated and supervised all activities for guests.

November 2012 to present Ltd “New Technologies”, Lugansk, Ukraine, Marketing Manager

- Developing pricing strategies, optimizing firm objectives and customer satisfaction;
- Analyzing of customer research, current market conditions and competitor information;
- Maintaining and updating customer databases;
- Conducting market research, such as customer questionnaires and focus groups;
- Investigating needs and wishes of current and potential customers;
- Identifying, developing, and evaluating marketing strategy based on established objectives, market and cost characteristics.

SPECIAL SKILLS

- Trilingualism: Ukrainian, Russian and English;
- Computer skills: MS Word, MS Excel, Power Point, Hotel software, Internet and e-mail communication;
- Ability to work in fast paced environment and ability to work under pressure;
- Experienced in working abroad and in multi-cultural environment;
- Driving license (2008, clean).

INTEREST AND HOBBIES

- Sports (running and playing soccer)
- Playing the guitar
- Traveling
- Movies

REFERENCES

Available upon request.