

Vladimir Gantsovski

Education: - applied higher education (bachelor). Tallinn University of Technology, Vehicle Mechanical Engineering.

Additional education: - the high quality and with a very long list throughout the career. More detailed information can be found in my resume.

Qualifications:

Experience in the development and management of sales companies, active and consulting sales, B2B, sales psychology, international cooperation, export and import operations (Russia, Ukraine, Belarus, Lithuania, Latvia, China, Poland, Czech Republic, Norway), marketing strategies, participation in fairs and exhibitions, strategic planning and analysis, advertising, finance and so on – for more than 20 years and etc.

Used technologies and techniques: Ichak Kalderon Adizes P.A.E.I, cold, warm and hot calls scripts, S.A.B.O.N.E, A. I. D. A, C. L. A. S. P, D. I. S. C, SPIN, LAST, GRP, CPT, P. P. P. P, 3+ marketing principle, auto sales funnel creating and etc.

Experience of managing a working team - 1 200 specialists, Eesti Kindlustuskonsultant.

Work experience in the public sector: Tallinn City Government - Committee on Urban Economy, Committee on Finance. Haabersti District Government - District Planning Commission.

Professional experience in the following areas of the economy: furniture manufacturing, lighting equipment manufacturing, insurance, telecommunications, IT, security services, information technologies, car and ads sales, HORECA, fishing industry, road safety, consulting, medical equipment and health products.

Achievements:

Tele2 Eesti AS, Head of Sales for Business Clients. The largest client - ERAA – Estonian Association of International Carriers. Client portfolio - more than 1 million Estonian kroons per month.

Bravocom Mobiil AS - Director of Sales and Development, engaged in introduction of the company to the mobile communications market. The result - 30 000 clients in six months.

Languages: - Russian - native language; Estonian - the highest level; English - a decent level, Germany – low level.

Computer skills: - a higher level.

Personal characteristics:

I believe that a constant process of self-education is very important: it allows you to keep abreast of new trends, technologies and developments. As far as possible, I try to constantly develop and complement my skills.

I am an excellent negotiator, getting in touch with people effectively and easily; enterprising, purposeful, persistent in achieving goals to be sought. I possess a mathematically-minded analytical mind. Independent, having excellent administrative and organizational skills, with the vision and leadership of the processes taking place in a rapidly changing and evolving environment. I have extensive experience working in organizations with various cultural-, geographic- and social surroundings. I have certain notions of human psychology. I possess good oral and written skills to express my thoughts in a concise way.

I am able to distinguish the important from the unimportant in a large information flow and in the process of decision-making, which we have to encounter in modern life; and that is, in my opinion, the most important feature of a good leader and a modern human being. I have the ability to lead people and to inspire them. If necessary, I am able to make the people to follow the decisions made. I have the ability to take decisions and to be responsible for their execution. I always find fresh ideas, I am an enterprising and proactive person with developed business thinking and intuition. I am a highly motivated and ambitious person, in the best sense of the word.

My sales work is more a lifestyle than a profession. I am not afraid of working, looking for opportunities, instead of finding reasons, ready to work hard for success, and not all seem too dry and not academic, I can also make fun.

All that is within the range of my interests, is always polished up and brought to perfection. I am purposeful, self-disciplined, devoted to the cause that I serve, achieving success almost in any field of activity. My endurance and reliability allow me to take a heavy workload upon myself and cope with it perfectly well. In what sphere of activity it would be best to apply these qualities? Almost everywhere, since the more complex and demanding is a job, the more attractive it is for me. All of the above allows me to perform my duties at a higher standard, and to fulfill performance targets.

I am proactive, innovative, delicate, tactful, meek, humble and gentle person. With a very good technical savvy, with a great sense of beauty for creativity and development at work. A hardworking and diligent person with both feet on the ground - a developer and creative creator. Changes for me are always new opportunities. The challenge is always the best goal for me. One philosophy, many solutions.

I will be pleased to answer any further questions at any time of your convenience.

With Joy of Life,
Vladimir Gantsovski