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Lucian Dubalaru



CONTACT INFORMATION

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OBJECTIVE

Proactive, customer-orientated retail professional with over 4 years of experience in reputable shops. Received 3 'Passion Awards' for delivering outstanding service and have consistently surpassed my target KPIs for mystery shoppers.

EXPERIENCE

- Bucuresti**
October 2015 - Present
- General Manager**
SC GENTLEMENS SMART SOLUTIONS SRL
Crearea si dezvoltarea companiei in domeniul constructiilor.
- Bucuresti**
October 2014 - September 2015
- General Manager**
SC MAN CONSTRUCT CAMP SRL
dezvoltarea politicii companiei, precum si gestionarea contractelor cu societatile partener.
- Bucuresti**
January 2011 - October 2014
- South Area Manager**
SC MARCEGAGLIA ROMANIA SRL
Prospectarea si dezvoltarea pietei de profil in zona de sud a tarii.
- Bucuresti**
January 2011 - December 2011
- South Area Manager**
SC EUROREFABRICATE SRL
Prospectarea si dezvoltarea pietei de profil in zona de sud a tarii.
- Bucuresti**
July 2009 - December 2010
- Project Manager**
SC CONEXPERT GROUP SRL
Am dezvoltat departamentul de vanzari directe.
- Bucuresti**
February 2007 - June 2009
- Project Manager**
SC CASA NOASTRA SRL
Prospectarea pietei, crearea unei baze de date(cu constructori, arhitecti, proiectanti), incheierea contractelor si asistenta tehnica.
- BUCURESTI**
January 2006 - January 2007
- Sales Manager**
SC MEDUSA MULTIDISTRIBUTIE SRL
Recrutare personal pentru magazinele proprii, gestionarea acestora (stocuri marfa, contabilitate primara, analiza vanzari), training, dezvoltare retea nationala de distributie.
- Bucuresti**
March 2005 - January 2006
- Reprezentant vanzari**
SC CASA NOASTRA PVC SRL
Am ajutat la implementarea politicilor societatii pe o piata noua, precum si la dezvoltarea retelei de magazine.
- Bucuresti**
- Reprezentant comercial**
SC CASA NOASTRA PVC SRL

EDUCATION

Bucuresti
2005

Inginer Colegiu electrotehnica
Facultatea de Fizica

Bucuresti
2017

Competente antreprenoriale
Profesional Consult Training

LANGUAGES

Engleza
Avansat

SKILLS

Orientare spre solutii in situatii critice, abilitati
in ceea ce priveste lucrul in echipa precum si
conducerea acesteia, skill-uri de negociere si
abilitati analitice