



Andriy Romaniuk

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WORK EXPERIENCE

DEC 2023 – CURRENT Kyiv, Ukraine

DEPUTY COMMERCIAL DIRECTOR PROFINSTALL LLC

Responsibilities:

- Ensuring the execution of the sales plan with a focus on growth and business expansion.
- Actively developing the company's customer base, seeking new collaboration opportunities, and strengthening long-term partnerships.
- Maintaining ongoing communication with clients to ensure their satisfaction and long-term relationships.
- Presenting the company and its services during client meetings, highlighting key benefits of collaboration and solutions to specific client needs.
- Collaborating with project managers and clients to develop cooperation strategies aimed at achieving optimal results for both parties.
- Ensuring data relevance in the CRM system for effective management of inquiries and projects. Monitoring potential opportunities on construction sites, information resources, and tender platforms to attract new clients.

Website <https://profininstall.com.ua/>

JUN 2019 – DEC 2023 Kyiv, Ukraine

DIRECTOR ACOUSTIC GROUP UKRAINE

Responsibilities:

- Set and advanced company goals, fostering continuous growth and market presence.
- Led strategic planning to streamline and enhance operational workflows aimed at development.
- Oversaw and actively participated in the creation of new products and technical solutions.
- Managed recruitment processes and maintained oversight of team performance.
- Supervised sales operations, including the development and implementation of the company's sales strategy.
- Designed and applied pricing policies, supervising branch office operations.
- Developed short- and long-term sales forecasts and participated in industry exhibitions.
- Managed accounts receivable to ensure financial stability.
- Expanded and diversified the company's product range.
- Delegated tasks effectively to optimize time management.

Achievements:

- Established and maintained efficient production and sales chains within the company.
- Initiated collaboration with a global leader for private label product manufacturing.
- Built a highly successful and cohesive team.
- Consistently achieved company objectives and maintained performance standards.
- Expanded the product line, enhancing market competitiveness.
- Maintained zero accounts receivable.
- Increased market presence across Ukraine, broadening distribution channels.
- Achieved steady annual growth in revenue, profitability, and gross margin.

MAR 2018 – JUN 2019 Kyiv, Ukraine

HEAD OF SALES DEPARTMENT ACOUSTIC GROUP UKRAINE

Responsibilities:

- Managed product distribution and sales processes.
- Developed the company's overall sales strategy.
- Designed and implemented pricing policies.
- Supervised the sales team to ensure achievement of sales targets.
- Contributed to creating training materials for staff.
- Developed short- and long-term sales plans and forecasts, participated in industry exhibitions.
- Prepared and maintained detailed sales reports.

- Managed relationships with key clients.
- Analyzed branch performance and ensured efficiency.
- Monitored accounts receivable to maintain financial stability.
- Expanded and diversified the product range.

Achievements:

- Built a successful sales team that consistently met sales and branch performance targets.
- Increased the product range for enhanced market competitiveness.
- Achieved zero accounts receivable.
- Expanded the company's market presence across Ukraine

JUN 2017 – MAR 2018 Kyiv, Ukraine

SALES MANAGER ACOUSTIC GROUP UKRAINE

Responsibilities:

- Conducted sales calls, meetings, and prepared commercial proposals and presentations.
- Led negotiations and signed supply contracts, coordinating supply volumes and ensuring fulfillment.
- Oversaw payment collection processes.
- Monitored market trends and competitor activity.
- Maintained reports and managed documentation.

Achievements:

- Increased sales volume and branch performance metrics.
- Secured contracts and completed product deliveries for several high-profile projects.
- Initiated partnership with Leroy Merlin.

MAR 2017 – JUN 2017 Kyiv

CLIENT RELATIONS MANAGER AQUASTRUM

Responsibilities:

- Identified and engaged clients across Ukraine.
- Monitored competitor pricing and commercial offers.
- Conducted negotiations and formalized contracts.
- Oversaw order status, shipments, and accounts receivable.
- Planned sales volumes and expanded the product range.
- Addressed customer service issues and promoted the Rain Bird brand in the market.

Achievements:

- Secured contracts and completed deliveries to companies in the Dnipropetrovsk, Lviv, Zakarpattia, Ivano-Frankivsk, Chernivtsi, and Poltava regions.

MAR 2012 – JAN 2016 Kyiv, Ukraine

KEY ACCOUNT MANAGER KRAIZEL – BUILDING MATERIALS

Responsibilities:

- Searched for and managed relationships with key clients.
- Monitored competitor pricing and commercial offers.
- Prepared market comparison reports on building material prices.
- Conducted negotiations and formalized contracts.
- Managed order status, shipments, and accounts receivable.
- Conducted site visits to monitor the use of Kreisel brand materials.
- Planned sales volumes and expanded the product range.
- Addressed customer service issues and promoted the Kreisel brand in the market.

Achievements:

- Secured contracts and supplied products to major companies, including Kyivmiskbud, KAN Bud, Arkada-Budivnytstvo, and Aeroc.

● **EDUCATION AND TRAINING**

SEP 2005 – MAY 2010 Kyiv, Ukraine

ACCOUNTING AND AUDITING Chernivtsi Institute of Trade and Economics of State University of Trade and Economics

● **LANGUAGE SKILLS**

Mother tongue(s): **UKRAINIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	B1	B1	B1	B1	B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DRIVING LICENCE**

Driving Licence: B