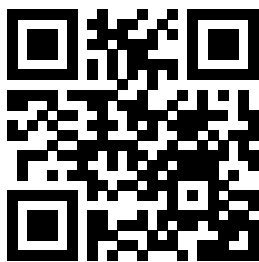
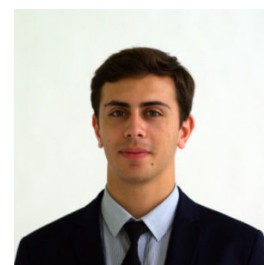


Edgar Kazarov — Бизнес-аналитик или Project-менеджер



📍 Middle
📍 Армения, Ереван
💰 130 000 RUB/MONTH
✉ Контакт: geeklink.io/cv-35006



Навыки

analytical, attention to details, communication, coordination, CRM software, digital solution deployment, Excel, Microsoft Office (Word, negotiation, Outlook), PowerPoint, Problem Solving, process improvement, strategic planning.

Опыт работы

• Solara

06.2022-07.2022 - Contract Project Manager

- modified business process for Armenian solar energy company (Solara) to increase financial efficiency and customer satisfaction by shift to one-window communication model

• R&D start-up

12.2020-01.2022 - Commercial manager

- set up planning and developed supply chain with vendors from US, Europe, and CIS with focus on cutting transport costs twice by optimally rearranging suppliers and logistic partners

• Vardanants Center for Innovative Medicine

09.2020-08.2021 - Head of Customer Engagement Department

- deployed CRM system (Bitrix24) with 60 000+ customer base to stimulate direct sales
- launched a new business direction: packaged medical products that boosted sales by 11% during Covid-19 pandemic and offset decrease of 17% from other directions

• The Government of the Republic of Armenia

07.2017-08.2020 - Head of Financial Service at one of the units

- participated in GTM strategy development for Armenian state-owned companies with focus on new marketing capabilities for technical unique technologies left from Soviet times
- provided market research and pricing, managed negotiations on new professional boots production with head of supply and deputy minister; first supplies started in summer 2019

• Shtigen

10.2016-06.2017 - Project Manager

- categorized sales channels by 3 types based on updated customer classification; it increased quality control on key installations and provided full regional coverage

- **Puig**

07.2014-08.2016 - Junior Key Account Manager

- increased sales volume 3 times (up to \$20M) and value market share 2 times in Magnit Cosmetics during 2 years of direct collaboration by updating assortment with new 2-variable approach for category management and working closely with marketing and supply teams
- developed and implemented Go-to-market strategy for 2017 regional development with shift to direct contracts with 2 NKAs which increased sales margin and share of shelf

- **PwC**

01-09.2013 - Consultant

- provided market margin research and executed functional analysis of clients

Образование

- **Финансовая экономика**

МГУ им. М.В.Ломоносова
2013-2015

- **Экономика**

НИУ-ВШЭ
2009-2013

Обо мне

После окончания обучения на экономических факультетах двух ведущих ВУЗов России (НИУ-ВШЭ и МГУ им. М.В.Ломоносова) начал карьеру в международных компаниях - PwC и Puig, где изначально работал в бизнес-аналитике на должности Аналитика и Консультанта, а позже в качестве Менеджера по Ключевым Клиентам, где успел увеличить объём продаж в 3 раза, а долю собственных брендов в продажах ритейлера в 2 раза

Переехал в Армению в 2016 году с целью заняться солнечной энергетикой на позиции Project-менеджера, работа на этой должности была прервана обязательной государственной службой, после возвращения с которой занимался привлечением клиентов для медицинской клиники, а позже - отдельными краткосрочными проектами на фрилансе