



Olga Idess

International logistics

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Experience

BARKHILL FOODS A/S (<https://www.barkhillfoods.com>)

April 2017 till March 2022

Supply Chain Manager

- International experience in supply chain management including procurement, transportation, customs clearance/certification and basic comprehension of cold chain
- Efficient daily interaction of purchasing orders
- Managing export shipments documentation
- Experience in negotiation with forwarders and suppliers to maximize and maintain on-time delivery
- Contracts and tariffs negotiations with local suppliers and forwarders for FMCG market
- Managing incoming claims with poorly provided transport services and customs issues solving, taking measures to prevent their occurrence
- Sourced and qualified development of producers for new products/projects

TVOYA LOGISTICA LLC (www.yourlogistics.com.ua)

October 2015 - August 2016

Head of Sales and Customer Care Department

- Strong budgetary and cost control capability
- Sales budget management, conduct planning and sales forecasting
- Proven ability in building positive relations with customers
- Ability to plan and implement policies and procedures for sales and customer care department
- Responsible for recruiting, hiring, and training a new staff and developing sales and customer service managers
- Implementing CRM to record data
- Monitoring compliance of the KPI
- Monitoring of financial transactions
- Controlling costs and profit margin

ZAMMLER UKRAINE LLC (www.zammler.com.ua)

April 2013 - September 2015

Head of Marketing and Development Department

- Setting sales objectives and targets across the company
- Identifying the customers' needs
- Developing commercial relationships with key customers and partners
- Supporting all sales activities within the company
- Monitoring and managing the performance of the sales departments and its sales managers
- Constantly looking out for new sales and business opportunities in targeted markets
- Providing regular and structured reports on performance to the board of directors
- Keeping all senior managers and relevant parties apprised of performance
- Conducting presentations at senior level and in front of live audiences
- Developing feedback mechanisms
- Implementing sales plans to meet agreed targets
- Establishing KPI
- Implementing CRM
- Key role in developing the sales team: conducting appraisals, one-to-ones, training and mentoring

September 2012 - April 2013

Sales Specialist of Marketing and Development Department

- Identifies and generates leads through networking, cold-calling
- Compiling product features based on customers' needs and up-sell/cross-sell logistics products/services
- Manages the sales cycle from inception to execution
- Coordinates and leads service review meetings to ensure customer satisfaction
- Conducts bid analysis and deal execution, ensuring to buy, sell and renegotiate/renew contracts at optimal offer to service
- Writes formal responses to RFQ/RFPs
- Fulfill monthly sales targets

Education

Kiev State University of Finance and International Trade

Master of Science degree in International Economy

September 2010- August 2011

Kiev National University of Trade and Economics

Bachelor of Science in International Trade

September 2006- July 2010

PERSONAL STATEMENT

A hard-working, intellectually curious, knowledgeable and target-oriented manager with successful record in sales and supply chain. Builds and maintains a loyal partners base through strong relationship-building skills and implementing new logistics projects.

Additional information

Languages:	English- advanced, Russian, Ukrainian- fluent
Date of birth:	25.11.1988
Interests:	Travelling, nutrition science
Driving license	B category