



IRYNA MOSKALYK

About me.

I have 27 years of managerial experience in a range of Ukrainian companies. In these roles I have always focused on fulfilling assigned tasks, providing direction to others, and ensuring profitable and successful company operations.

Owing to the war in Ukraine I have come to England. I currently have an intermediate level of English which will not allow me to work at the seniority I did in Ukraine, but my key focus is increasing my language skills.

I am looking for a role that requires diligence and responsibility, with the opportunity to improve my English and later gain promotion.

CAREER

Agency Director May 2018 - Feb 2022
CORAL TRAVEL AGENCY, PECHERSK, KYIV

Responsible for a team delivering excellent results and achieving the highest operational standards. Overseeing all operations in accordance with the company's brand, product, and service standards. Arranging holidays to long-haul luxury destinations such as the Indian Ocean, Turkey, Dubai, Egypt, Africa, and the Far East.

Director Jan 2015 - April 2018
IR-IN FASHION

Responsible for leading an operationally excellent team delivering profitable sales and margins. Designer of women's clothing, developing a clothing range including sewing the first garments. I conducted photoshoots for the brand book, procured fabrics, organised manufacture, and signed contracts with wholesale customers. I was also responsible for brand promotion on social media and kept financial records of the company.

Business Management Consultant Jan 2014 - Nov 2014
VYSOTSKY CONSULTING LTD

Providing services to clients that meets their needs and delivers significant value. Responsible for winning major client accounts and developing bespoke solutions that meet their needs. Developing new and old clients into a diversified customer base in a specialist niche market.

Director of the Kyiv branch Dec 2012 - Dec 2013
OMIS LTD

Responsible for achieving regional sales revenue through the efficient management of resources and the satisfaction of customer needs. Kept customers up to date with the company's products. Developing territory, market penetration and sales execution strategies. Ensuring appropriate coverage of key accounts. Leading, directing and motivating the sales team. Chairing weekly staff meetings and carrying out staff appraisals

CONTACT

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SKILLS

MS Office - advanced user
MS Project
MS PowerPoint
Customer Relationship
Management (CRM)

PERSONAL SKILLS

Resistance to stress
Multitasking
Communication
Analytical
Hard work
Diligence
Responsibility

AREAS OF EXPERTISE

B2B Account management
Customer focused
Data entry
Business planning
Data migration

INTERESTS

Sport, travel, music, books & films

and performance reviews.

Sales and Marketing Director April 2008 - August 2011
RIVEN BEER FACTORY IN RIVNE

Responsible for creating win-win selling situations, building strong relationships with clients, and holding a sales team accountable for their performance. Assisting forecasting and budgeting of annual sales targets. Creating marketing plans to guide sales department revenue targets. Management of the sales department, and tracking market trends and competitors.

Supermarket Director January 2000 - February 2008
LESYA

Responsible for management of the store, providing clear leadership to a team of 50 through leading by example. Ensuring that all store and company sales targets, operations goals and policies are met, whilst customer service is always of the highest standards. Planning events and promotions for the store. interviewing and recruiting new staff and organising staff training and development.

ACADEMIC QUALIFICATIONS

Organisational Coaching School from ECF (Kiev) 2014
sales coach, organisational coach sales coach, organisational coach

CROC University (Kiev) 2008 - 2012
Bachelor's Degree in Business Economics

TERNOPIL Pedagogical Institute (Ternopil) 1990 - 1993
Physics degree, teacher of mathematics and informatics n/a