**Olga Kozakova**

**Abingdon,**

**Oxfordshire,**

**Mobile: 07990273608**

**Email: shostak.olga@gmail.com**

**Profile**

A polite, friendly and professional individual with great people and communication skills. An organised individual who is creative and used to thinking up and adapting ideas on a day to day basis. Highly effective in establishing and maintaining relationships. Now looking for a new challenge in a rewarding role.

**Skills**

* analytical thinking skills
* be thorough and pay attention to detail
* able to use my initiative
* good communication skills
* excellent customer service skills
* ambition and a desire to succeed
* business management skills
* to be able to use a computer and the main software packages confidently

**Employment History**

**Senior Category Manager TechnoUg** (stationery distributor) **2011- 2022**

• analysis of sales and profitability of individual products and categories
• determine minimum and maximum inventory levels
• assortment planning
• sales targeting
• customer segmentation analysis
• competitor analysis
• retail market research
• price formation
• supplier relationship management

**Regional Trade Marketing Manager SABMiller**  **2010- 2011**

• managing and developing the Company's trade activities across catalogues, packaging/displays, exhibitions, PR and website development, with an element of digital marketing

**Head of Marketing Santa Bremor (food manufacturer) 2009-2010**

• creating a marketing plan and budget
• implementation and control of marketing plan and budget
• interactions with marketing agencies
• marketing campaign analysis
• controlling competitive pricing strategy
• launch of new products for the Ukraine market

**Regional mobile communications manager LG Electronics** **2007-2009**

• analysis of sales dynamics
• marketing campaign analysis
• competitor activity analysis
• recruiting and training employees
• organization of trainings for partners' employees

**Education/Qualifications**

2011 - 2014 Master of Science in Specialist Clinical Psychology

Odesa National University

2004 - 2010 Master of Science in Russian Language

Odesa National University