

# VALENTYN SHCHERBATYI

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## SUMMARY OF QUALIFICATIONS

- Eight years of professional customer service delivery
- Dependable, motivated and organized worker who learns new procedures quickly, meets schedules and is able to work under extreme time pressure
- Proficient with Microsoft Office, Adobe Acrobat, Adobe Illustrator, Adobe Photoshop
- Physically fit and available to work flexible hours

## PROFESSIONAL EXPERIENCE

### Owner Operator

Jul 2020 – Mar 2022

VL-print, Kyiv, Ukraine

- Founded own company for printing and branding of souvenir products
- Brought the company to break-even point five months after its establishment
- Focused on signing contracts with wholesale customers and government tenders
- Experienced with printing equipment such as digital printer, laser cutter and engraver, printing press, film plotter and other postpress equipment

### Head of Printing

Feb 2018 – Jul 2020

Ultradruk Printing House LLC, Kyiv, Ukraine

- Created a program for automatic calculation of orders
- Pursued new contractors and new markets
- Grew the workforce to increase the company's profit by 168%

### Sales Manager

May 2016 – Feb 2018

Ultradruk Printing House LLC, Kyiv, Ukraine

- Advised clients on the types of printing products and calculated the cost of products
- Improved personal sales by attracting old and new customers
- Signed a contract for printing products with a candidate for President of Ukraine

### Sales Network Management Expert

Aug 2014 – Mar 2016

OTP Bank LLC, Kyiv, Ukraine

- Supervised the online sales process
- Created sales plans and tools for their implementation
- Communicated with the marketing department to improve sales of products in demand

## EDUCATION

### Master's degree, Management of Organizations and Administrations

Sep 2013 - Jul 2014

National Technical University of Ukraine 'Kyiv Polytechnic Institute'

### Bachelor's degree, Management

Sep 2009 - Jul 2013

National Technical University of Ukraine 'Kyiv Polytechnic Institute'