

Viesielov Anton

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Head of Analytics Department, Deputy Commercial Director 3 000 USD.

(updated 15 feb 2021)

Key information

- Total experience in analytics of the agrochemical and organic chemistry markets - 6 years. Analytic experience in other products markets - 5 years.
- The total experience in negotiations (including in English) is 8 years.
- The total experience of team management (marketing, sales, product management) from 3 to 25 people - 5 years.
- The total experience of working with service contractors (printing, advertising agencies, etc.) in different regions is 3 years.
- Established communications with national analytic service providers.
- Personal acquaintances with decision makers and managers representing trading organizations in the agrochemical and chemical markets.
- Experience with 1C (7, 8) and Microsoft Office products 10 years (Excel, PP in priorities). I also worked with specialized management systems for a total of about 4 years. At the basic level, I used Power BI, HTML, CSS, Photoshop, Google Analytics.
- Experience in writing marketing plans, budget allocation in the framework of planned projects.
- Experience with merchandisers, promoters and product trainings for trading teams.
- Experience with FMCG (dairy products - export, marketing, product management) 3.5 years.

Work experience

Leading Specialist of the Department of Sales of Mineral Fertilizers

Nov 2018 - present time (2 years 4 months)

OSTCHEM

Drawing up reports, analytical reviews on the agrochemistry, organic chemistry and industrial gases market in Ukraine and the world. Daily, weekly, monthly reporting on the activities of the holding (Cherkasy Azot, Rovno Azot, Severodonetsk Azot, etc.), sales support and participation in planning shipments. Preparation of ad-hoc reports. Negotiating with clients and contractors, purchasing services, researching the markets of inorganic and organic chemistry in Ukraine and the world. Analytical department management.

Deputy Head of Sales Department

Aug 2017 - Sep 2018 (1 year 2 month)

Macrochem

Analysis of chemical raw materials markets in Ukraine, participation in sales management of the tonnage business department, creation and oversight of the product management department. Development of the sales direction of microfertilizers and raw materials for them, negotiating with clients. Under my leadership, the sales team has reached a new level of supply with such clients as Ukravit, Agroprosperis, Rise, Terra Tarsa and others.

Marketer (marketing analyst)

Jul 2016 - Jul 2017 (1 year 1 months)

Association "Mechanic Group"

Research and analysis of target, related and potential markets, organization of BTL events (participation in exhibitions, souvenirs, etc.), negotiations with suppliers of services and goods, incl. and abroad (India, Turkey, etc.). Preparation of tender documents.

Marketer (marketing analyst)

Jul 2013 - Jul 2016 (3 years 1 months)

PJSC AZOT (OSTCHEM)

Research and analysis of the chemical industry markets in the world, Ukraine. Creation of regular analytical reports, processing and systematization of primary data. Work with contractors, contracts, other documentation. Organization of the implementation of BTL and ATL projects at the level of the holding, enterprise, served as deputy head of the marketing department.

Marketer (marketing analyst)

Mar 2010 - Jul 2013 (3 years 5 months)

PJSC Yuria (TM Voloshkove pole)

Research of the Ukrainian dairy market (FMCG), marketing analysis, conducting and preparing marketing projects and events (ATL, BTL), creating an SMM direction, also: preparing tender documents, acting as a foreign economic activity manager (sales and sales support for finished dairy products, casein in Moldova and Poland), organizing feedback and workflow with remote structural units, served as deputy head of the department.

Information and financial security specialist

Oct 2009 - Mar 2010 (6 months)

Phoenix Credit Union

Organization of work of remote structural units, consultation of remote structural units on work in a specialized program (CRM), acting as an assistant to the head of the IT department.

Education

Kiev National University of Construction and Architecture (Kiev)

Year of completion 2018

Project Management

Cherkasy State Technological University (Cherkasy)

Year of completion 2009

Computer systems and network

Languages

English – B1

Russian - fluent

Ukrainian - native

Courses, trainings, certificates

Google analytics (Kyiv)

2019

Nexant London: The Global Petrochemical Industry: Understanding the Complex Interactions Between Technology, Economics and Markets (London)

2014

Computer systems and networks, graduate school (Cherkassy)

2009-2012

Work&Travell USA

2006-2007