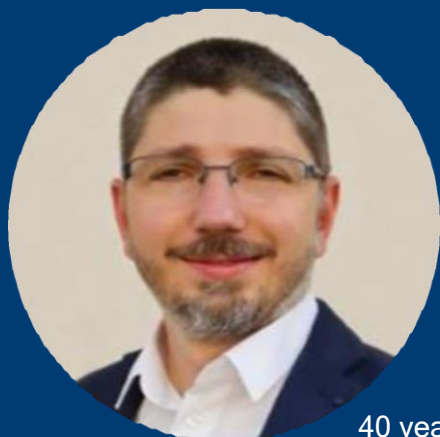


Vsevolod

KONDRATIEV

Sales management of B to B and B to C companies



40 years

Contact information

 Bordeaux (mobile)

 +33 6 98 28 47 86

 kondratiev@sfr.fr

 Vsevolod Kondratiev

Skills

Management of staff and managers (more than 100 peoples)

Financial management

Budget management

Leadership

Service abroad

Languages

French - bilingual

Russian - bilingual

English - current TOEIC certificate

Miscellaneous

Driving licence B

Interests: sport and theatre

Married

Experience

11/2021

- in post



Regional Sales Director

Procter&Gamble, *Nouvelle-Aquitaine, France* - www.pg.com
Brands: Pampers, Ariel, Dash, Lenor, Febreze, Mr. Propre, Swiffer, Gillette, Oral-B, Always, Head&Shoulders, Herbal Essences

- Sales management B to B TO 25M€/year
- Management of a sales team of 10 peoples
- Commercial relations department stores and purchasing centres

06/2018

- 10/2021



Commercial Director

One Soccer Agency, *Andorre* - www.facebook.com/onesocceragency/

- Brand expansion project (FIFA agent training)
- International sales and sponsorship contracts
- Financial management of the company

05/2014

- 05/2018



Director of Business Development

KIABI International - www.kiabi.fr

- Opening of 3 stores of 2500m2
- Regional Manager - management of 12 stores 10M€/annual turnover
- Budgeting/ Personnel costs/ Profitability
- Management of staff and managers

09/2009

- 05/2014



General Manager

SA "Louis-Marie", *Minsk, Belarus*

- Management of a French company
- Opening of two French restaurants
- Financial management/ budgeting/ profitability
- Team management (50 peoples)

09/2003

- 09/2009



Purchasing Manager

Castorama, *Nanterre, France* - www.castorama.fr

- Responsible for purchasing and product lines
- Commercial management / supply of stores
- Management of a sales team of 10 peoples

Studies

09/2002

- 06/2006

Double Master in International Trade Law

University of Paris-X Nanterre

09/2000

- 06/2002

French general baccalaureate

Lycee Pierre D'Ailly, Compiègne, France

09/1997

- 06/2000

Russian General baccalaureate

Moscow Central School

Additional missions

• *Economic and cultural adviser to the honorary consul in Andorra: realization of the cultural project in Andorra - acting of the Moscow theatre*

• *International sales between Switzerland/France/Russia/China*