



# Pavel Kareuka

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Minsk, Republic of Belarus  
Currently in Shenzhen

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## Experience Minsk, Belarus

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July 2014 —  
November  
2015

### **Logistic Company (own business)**

Logistic manager

1. Arranging appropriate transportation for company's requirements
2. Developing the most effective routs for potential clients by communicating with both suppliers and customers
3. Negotiating with the suppliers, discussing all the procedures of goods delivery
4. Maintaining professional service so as to enhance the reputation of the company by working closely with the potential clients
5. Improving the role of the company at the local market by generating new ideas projects, participating in exhibitions
6. Monitors delivery schedules; ensure that everything has been delivered on time

August 2014  
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January 2015

### **SvetTraidingSystems (Modern electocompany, Vivacompany, STS electrosnab)**

Minsk region, vdo.by

Sales Manager

1. Identifying potential customers at the market
2. Identifying and monitoring the performance of competitors at the market
3. Performing sales activities on major accounts and negotiating sales price and discounts in consultation with the general manager
4. Promoting the product's brand, taking part in exhibitions

5. Persuading potential clients, using different marketing tactics
6. Negotiating with the suppliers, discussing all the procedures of goods purchase
7. Maintaining professional service so as to enhance the reputation of the company by working closely with the potential clients

June 2013 — **Joint LLC "Minsk cable factory "Minskkabel"**

July 2014 Minsk, <http://www.minskkabel.by>

Project manager

1. Supervising the work of the operating shift
2. Controlling all the technological processes to be fulfilled
3. Testing the quality of the fulfilled work on the working line
4. Providing the appropriate conditions to the workers in order to manufacture a high-quality product
5. Providing and filling all the necessary documents according to the work effectiveness, product quality, material consumption etc.

October 2007 — June 2013 **Joint LLC "Minsk cable factory" "Minskkabel"**

Specialist of cable production (5<sup>th</sup> level)

1. Manufacturing and quality control of the cable
2. Developing new technologies in producing optical fibres

## Education

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**Belarusian State University of Informatics and Radioelectronics**

2007-2014

Bachelor's Degree as Radioelectronics Engineer

Specialization in Design and Production of Radioelectronic equipment

## Courses

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2015

**Streamline: The School of Foreign Languages**

English language courses

## Languages

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Russian — mother-tongue

English — basic, in process of learning

German — basic

## Other skills

AutoCAD MS Excel MS Word P-CAD Solidworks Internet

## Additional Information

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### Skills

Good communicative skills, computer literate, well - organized, optimistic, responsible. Love working in team, meet face to face with challenges, difficulties and move forward together to achieve above expectations. Always try to be enthusiastic and patient in order to inspire, challenge and motivate colleagues. Persuasiveness, adaptability and innovation. Judgment and decision-making.