

Anna Borzilo

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Profile

Highly accomplished and results-driven professional with both national and international expertise in building and maintaining strong and friendly relationships to benefit business development. Accurate, precise and highly ethical in all work related assignments. Outstanding academic and practical training in international business. Extensive experience, with a significant level of success, in management of communication, economic and financial relations with both national and international business partners. Energetic and goal-oriented with a genuine passion for IT-industry and Apple products in particular. Seeking an Education Sector Sales and Business Development Manager position, bringing 3+ years of experience as follows.

Experience

MANAGER OF INTERNATIONAL ECONOMIC RELATIONS, THE SOUTH-EAST TRADING COMPANY, ODESSA, 2006 TO PRESENT

(Middle-sized international trade company specialized in import of ingredients for meat business)

Developed excellent reputation among colleagues and executives; referred to as an “icon” by General Manager.

Recognized as a “perfect fit” for the role of Manager of International Relations. Directly responsible for all international communication. Took part in business negotiations with the foreign and Ukrainian counterparts, visited international trade fairs and industry association meetings. Concluded foreign trade contracts. Checked for discrepancies documents for each lot of goods. Oversaw and controlled all international financial transactions. Dealt with partners from USA, Argentina, Brazil, Spain, Germany, Denmark, Poland, Belarus, Russia, Iran and China.

Education

Clinton High School, IA, USA, 2002-2003

Zaporizhzhya National Technical University — Specialist in International Economic Relations, Specialization in International Finances, 2003-2008

Skills

Solid organizational, communicational and time management skills. Having studied for a year in the USA, fluent in English, Russian and Ukrainian languages. Acquired basic knowledge of German, French and Italian. Notable for building and maintaining strong and friendly bonds with partners and co-workers. Analytical problem solver. Driven to learn and apply new ideas. Dedicated and self-motivated. Highly professional. Proven leadership capabilities. Proficient in Microsoft Office and iWork. Capable to work both in Windows and Mac OS. Writing a blog about Apple products and services (<http://arwy.ru>). Having several articles published in magazines on this topic.