

Viorel Motorniuc

June 12, 1980

Languages

Romanian – native
Russian - fluent
English – fluent
French - beginner

Experience

Meringa IQ - Romania **General Manager (CEO)**

February 2022 – November 2023

- Supervise, coordinate and manage 70 persons' office and sales staff.
- Develop the structure of the company
- Open new showroom locations
- coordinate the launch of new products
- budget planning (yearly, monthly)
- financial planning
- negotiation with main customers

Government of Republic of Moldova **Advisor to the Prime Minister**

September 2021 - February 2022

- Maintain the communication line with the business associations
- Advise the prime minister regarding the Development of the business in Moldova
- Analyze laws and give feedback on the impact on businesses
- Hold the business agenda of the Prime Minister

Orhei Vit SRL- Moldova **Commercial Director**

August 2019 – March 2021

- Supervise, coordinate and manage 161 persons' office and sales staff.
- Supervise and coordinate the local and international markets
- coordinate the launch of new product
- coordinate the sales and marketing teams
- budget planning (yearly, monthly)
- financial planning
- negotiation with main customers and new markets launch

Bemol Retail SRL - Moldova **Commercial Director**

December 2018 – August 2019

- Supervise, coordinate and manage 41 persons' office and sales staff.
- Supervise and coordinate the Bemol Retail shops
- coordinate the launch of new product
- coordinate the sales and marketing teams
- budget planning (yearly, monthly)
- financial planning
- negotiation with suppliers and main customers

IPG – Ukraine

National sales Manager Moldova&Romania

July 2015 – December 2018

- Supervise, coordinate and manage 120 persons' office and sales staff.
- budget planning (yearly, monthly)
- financial planning
- cost control
- develop the sales and brand recognition in the market
- negotiation with suppliers and key accounts
- supply chain management
- private labels development and launch

Franzeluta SA – Moldova

Sales& Marketing Director*MAY 2013 – July 2015*

- Supervise, coordinate and manage 101 persons' office and sales staff.
- Supervise and coordinate the Franzeluta retail shops
- coordinate the launch of new product
- coordinate the sales and marketing teams
- budget planning (yearly, monthly)
- financial planning
- develop the sales and brand recognition in the market
- negotiation with suppliers and main customers

SB TRADE Ltd – Moldova***Commercial Director****August 2010 – September 2012*

- Supervise, coordinate and manage 120 persons' office and sales staff.
- budget planning (yearly, monthly)
- financial planning
- cost control
- develop the sales and brand recognition in the market
- negotiation with suppliers and key accounts
- supply chain management
- private labels development and launch

Education**Academy of Economic Studies***Masters Degree in Business Administration**Sep 2005 – July 2006*

- ***Coursework Includes:*** Finance, Marketing, Management

Academy of Economic Studies*Bachelor of International Economic Affairs*

- ***Coursework Includes:*** International Trade, Strategic Marketing, Contract Negotiation, other

Special Training

Project Management Training - Turkcell Consulting Specialist, Ahmet Taspinar PMP
Sales & Distribution Management Training – KPD, Ukraine, Nikolai Dorosciuk

Awards***Debate****September 2004 - February 2005***Team Results**

- 1997 National Champion - Romanian
- 1998 Vice Champion - English
- 1998 Eastern European Countries Championships - Country 2nd place English

Personal Results

- 1998 National Best Speaker - Romanian
- 1999 National Best Speaker - Romanian and English
- 1998 Eastern European Countries Championships Borovets, Bulgaria 13th place - English

Skills

Microsoft Office, Specialized software 1C,

Strengths

Easy learner, Team Player, Result oriented

HobbiesBasketball
Swimming