

Dmitriy Gavrikov

Date of Birth: 3/05/1979

Address: Moscow, Dubninskaya street, 3-103.

Tel: +7-926 527-21-47, +7-925-505-10-31

E-mail: gdamosca@rambler.ru

Education

2003 — *Moscow State University*, Economic Geography, Master's Degree in Geography of World Economy

2003 — *University of Bologna (Italy)*, Economics and Politics of the European Union

2006 — *Moscow State University*, Economic Geography, PhD in Economic Geography, Doctor of Sciences

Experience

04.2008 – 07.2009, STRIX Ltd. (Small domestic appliances)

Russia/CIS Sales Manager

- The promotion of new brands in Russian market: water filters Aqua Optima
- Development of distribution channels
- B2B development
- Negotiations with Russian/Foreign customers
- Marketing research;
- Participation in International fairs (HK, Guangzhou)
- Monitoring of production process of OEMs (China)

01.2007 - 03.2008, HINT – ASKON Group of Companies (FMCG)

Sales Director

- The promotion of new brands in Russian market: tea-coffee segment (TeeGschwendner, Columbia Coffee);
- Assistance to sales in area of European Russia;
- The management of trade stock;
- Marketing research;
- Sales forecast;
- Development of product assortment;
- Organization and carrying on negotiations in Horace (key account management);
- Logistic accompaniment of goods from producer (Germany, Italy).

11.2004 - 12.2006, ASKON-Stolitsa – ASKON Group of Companies (FMCG)

General Manager

- Building and formation of profitable FMCG Company from the project in the planning stage;
- Elaboration of the strategic policy of Company and overall planning;
- Management of whole Company;
- Budget planning;
- Research of commercial partners;
- Management of product assortment, development and promotion of new brands;
- Negotiations on the national and international levels

04.2004 - 10.2004, Alians-Konditer – ASKON Group of Companies (FMCG)

Sales Director

- Budget planning;
- Research of commercial partner;
- Management of product assortment, development and promotion of new brands;
- Negotiations on the national and international levels;

11.2003 - 03.2004, Consorzio Export Nautico, Ravenna – Italy (Boats/Yachts)

Manager

- Management of the commercial contacts between Russian and Italian Companies
- Search of clients for Italian Companies;
- Contacts with Russian nautical Companies before exhibition;
- Research and investigation of the Russian nautical market;
- Linguistic assistance during the negotiations;
- Organizational support of the nautical exhibition (MIBS, 2004).

05.2003 - 07.2003, Chamber of Commerce, Ravenna – Italy

Trainee

- Assistance to Italian/Russian Companies in the search of business-partners;
- Contacts with the Russian companies;
- Linguistic assistance during the negotiations;
- Questionnaires management of the participated Companies;
- Preparation of informative documents for Italian Companies;
- Search and collection of macro-economic statistics for “Economic Bulletin” of Chamber of Commerce

Additional information

Languages

Russian – native

English – fluent

Italian – fluent

Personality

Career-oriented, hard-working, creative, sociable, communicative, good-trained, quick-acting, decisive

Hobbies

Sport (soccer, badminton, swimming, ping-pong), travelling, music, theatre, literature

Device:

Think globally, act locally