

Dmitry Vakhrushev

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EDUCATION

University of Connecticut School of Business; Storrs, Connecticut

MBA – Concentrations: Operations Management/ Finance; GPA: --/4.0 2012

Vladivostok State University of Economics and Service; Vladivostok, Russia

BS in Management - Concentration: Finance, Diploma with Excellence; GPA: 4.78/5.0 1999

EXPERIENCE

IBC CORPORATE TRAVEL, Vladivostok, Russia 2009-2010

Commercial Director

- Managed daily activities of the regional branch
- Drove sales in the region, attract new customers, maintain existing customer relations

Accomplishments:

- Launched orders with Coca-Cola and Wrigley that led to a revenue increase by 10%
- Rebuilt relationships and retain two key clients (BSGV and Nobel Biocare Russia)
- Optimized costs of the branch by 5%

VIEWSONIC, Vladivostok, Russia 2007-2009

Regional Sales Manager

Accomplishments:

- Created a base of over 150 partners in the Russian Far East IT market
- Increased company's revenue by 90% in 2008 compared to 2007
- Improved customer satisfaction by accelerating a repair process from 45 to 25 days
- Achieved best projector sales volume throughout the regions in the fourth quarter of 2008
- Launched a new direct supply channel

LEXMARK, Vladivostok, Russia 2005-2007

Regional Sales Manager

Accomplishments:

- Launched operations of the Lexmark regional representative office
- Launched Lexmark branding campaign
- Increased company's sales turnover by 30% in 2006
- Was nominated as the "Best Regional Sales Person" in 2006
- Developed and implemented a Lexmark promotional marketing plan in the region

GREEN PHARM, Vladivostok, Russia 2002-2005

Executive Director

Accomplishments:

- Implemented a new accounting system with more flexible analytical capabilities
- Added ten new dealers to the existing distribution network and increased total revenue by 15%
- Launched a new retail store

CHAYKA, Vladivostok, Russia 1999-2002

Commercial Director

Accomplishments:

- Got a promotion from Purchasing Manager to a Commercial Director position
- Increased the total monthly revenue four-fold
- Launched an additional retail outlet, increasing total sales by 40%
- Implemented a new logistic scheme, reducing the costs by 7%

VLAINTERTRADE, Vladivostok, Russia

1996-1999

Sales Representative

Accomplishments:

- Increased the number of dealers from five to forty retail outlets
- Negotiated five contracts of strategic importance for the company
- Implemented a new credit system to collect payments more efficiently

TRAINING, SEMINARS, AND PROFESSIONAL DEVELOPMENT

- Financial modeling by Adkins Matchett&Toy, Storrs, USA Sept.2010
- Effective Sales Through Dealers, Moscow, Russia June 2006
- Category Management, Merchandising, Moscow, Russia May 2006
- Sales Through Retail Partners, Moscow, Russia April 2006

ADDITIONAL INFORMATION

- Knowledge of Russian (native) and English (fluent)
- Advanced PC user (MS Windows, MS Office)
- Organized three workshops in Education USA Advising Center in 2009-2010
- Served as an external business expert for the VSUES State Examinations Commission in 2008-2010
- Awarded a scholarship in Vladivostok State University of Economics and Service (VSUES) in 1994-1999