



**Datele de contact sunt contra cost. Detalii aici: <https://www.rabota.md/ro/prices/cv>**

## IT Sourcer / Recruiter

### Despre mine

I'm Arsenii from Russia, currently - Istanbul.

- I've wide banking experience in Russia (KAM, finance consulting, funding consulting (contractor), business optimization, elementary tax optimization, business remodeling, customer base reconstruction, local risk-management and etc.)
  - I have customers service improvement experience in finance, hospitality, human resources and etc.
  - I've hiring experience (IT, finance, working staff and etc.)
  - I've experience of initiating and developing of the internal corporation entrepreneurship
  - Problem solving on demand, as a contractor (structuring business processes, negotiations, funding and etc.)
- Internet Recruiting • IT Recruitment • Agile Project Management  
 • New Business Development • Customer Service Management  
 Management • Project Coordination •  
 • Mentoring • Project Management • Entrepreneurship • Key Account

### Experiența profesională

**HR partner, remote recruiter (working staff)** · OZON.ru · Istanbul

*Martie 2022 - Prezent · 2 ani 11 luni*

Source and Recruitment processing

**Founder, New Recruitment Service NRS platform (saas)** · New Recruitment Service platform (NRS) · Istanbul

*Decembrie 2021 - Prezent · 3 ani 2 luni*

New Recruitment Service NRS platform (SAAS)

I was starting to develop the SAAS platform, as a founder, but the process was stopped, because of Russian-Ukrainian conflict (unfortunately), but should continue the project asap. Possible co-founders from Berlin and London was canceled all negotiations about participation

Project mission: maximum simplification of hiring process, hiring speed and conversion rate increasing, hiring unification and automation business-processes increasing and etc.

- 👤 35 ani
- ♂ Masculin
- 📍 Chișinău
- 💰 17 500 MDL

### Preferințe

- Full-time

### Limbi

- **Română** · Nu cunosc
- **Rusă** · Fluent
- **Engleză** · Mediu

**Recruiter (remote)** · DataArt · Istanbul

*Octombrie 2021 - Prezent · 3 ani 4 luni*

Source and Recruitment processing

**HR partner, remote recruiter (working staff)** ·

Yandex Eats · Istanbul

*Ianuarie 2021 - Prezent · 4 ani 1 lună*

ACCOMPLISHMENTS:

+100 peoples recruited

**Remote recruiter (IT)** · Intel Corporation · Istanbul

*Ianuarie 2020 - Prezent · 5 ani 1 lună*

ACCOMPLISHMENTS:

- Winner of internal competition in december of 2021, KPI: count of relevant applications in the competition period
- 39 new candidates were involved for a month

**Fund rising consultant • Advisory Board** · Entrepreneur · Istanbul

*Ianuarie 2016 - Decembrie 2021 · 5 ani 11 luni*

ACCOMPLISHMENTS:

- 14 completed cases
- 2,3 mln euros attracted investments (total)
- 4 projects on more than 6 mln euros worth (consultant role)
- Know how: developed and implemented a risk-free working capital financing system with the involvement of a mass private investor. Target: companies with negative underwriting or scoring rate

**Co-partner • CEO** · ApromAllianceLP · Istanbul

*Septembrie 2016 - Septembrie 2018 · 2 ani 1 lună*

Transportation operator company - Multimodal Logistic Company

ACCOMPLISHMENTS:

- 5,6 mln euros revenue
- 136 contractors
- 420 completed orders
- 648 000 km transportation mileage

**Senior key account manager** · BANKMDM · Istanbul

*Ianuarie 2014 - Decembrie 2015 · 1 an 11 luni*

ACCOMPLISHMENTS:

- +18% (243 pieces) new accounts (implementing new partners)

channels)

- +17% commission earning income
- +6% (+13,5 mln \$) increase in leads for the loan portfolio of the local regional office

**Senior key account manager (SMB) • Senior operation manager** · RFABANK · Istanbul

*Iulie 2011 - Februarie 2013 · 1 an 8 luni*

ACCOMPLISHMENTS:

- +43% (408 pieces) new accounts (change key client profile) •
- +27% average monthly account balances
- +13% (+ \$40K) commission earning income

**Studii: Superioare**

**National University of Science and Technology "MISIS" (Moscow Institute of Steel and Alloys), Staryy Oskol branch**

*Absolvit în: 2011*

Facultatea: MA-equivalent: Specialist diploma in Finance and Credit (5-year), Finance and Credit

Specialitatea: Finance and Credit