

CURRICULUM VITAE

Victoria Makarova

Objective: *new business / business development / marketing and PR/ digital marketing*

LinkedIn Profile:

https://www.linkedin.com/profile/view?id=40107845&trk=nav_responsive_tab_profile_pic

Education: Kharkiv State University, Department of Foreign Languages (1989 – 1993)

Major: Translator / Interpreter / Teacher of English and Literature

Jobs and Activities

March 2012 – until now: Business Development Director, COXO Digital (engaging new clients, development of customer network, client service, strategy development, supervising of pitch proposals / full service digital agency)

June 2010 – March 2012: Business Development Director, Peppermint Interactive (engaging new clients, development of customer network, client service, strategy development for digital agency)

February 2009 – May 2010: New Business Director / ESSE Production House (development of new clients' network, maintenance of the company's older clients, maintenance of international relations, budgeting, production and post production supervising)

August 2004 – February 2009: Advertising Sales Director / MAX Magazine (development of client network, maintenance of major accounts, forming and supervision of advertising sales department, budgeting, public relations, event management, also worked as a freelance journalist)

September 2001 – July 2004: Advertising Sales Director / FHM Magazine (development of client network, maintenance of major accounts, supervision of advertising sales department, budgeting)

June 1998 – September 2001: Advertising Sales Manager / Cosmopolitan Magazine (development of client network, maintenance of several local and international clients, public relations)

January 1995 – May 1998: Sales Manager / LG Electronics Ukraine Representative Office (forming dealer network, sales and marketing of consumer electronics, supervision of telecom products' sales)

October 1992 – December 1994: Purchase and Sales Manager / Triol Company, Kharkiv (purchase and wholesaling of consumer electronics, forming and maintenance of dealer network)

October 1991 – September 1992: Interpreter and Producer of CNN News Programs / Telerep Company, Kharkiv (translating and VO of CNN News Programs and feature films, content management)

Personal Characteristics: friendly, optimistic, energetic, self-motivated, target-oriented, excellent team builder and team worker, ready for challenge. I never stop.

Hobbies and Interests: contemporary art and literature, all kinds of music, films, theater, travel, socializing, outdoor activities and sports, and many others.

Contact Info: Email me at vm@coxo.com.ua

Cell #: +38 067 506 05 09