

# Tural Jafarov

20.01.1987

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## LANGUAGE AND COMPUTER SKILLS

- Azerbaijani (native)
- Russian (C2)
- Turkish (C1)
- English (B2)
- Microsoft Office (Word, Excel, Outlook)
- Microsoft Windows XP/7/8

## JOB-RELATED SKILLS

- Sales Management
- Organizational behaviour
- Corporate communications
- Sales Operations
- Presentation skills
- Guest Service Management
- Consultative Sales
- Organizational Team leader
- Active Team member

## CERTIFICATES & TRAINING COURSES

- 2015 • Introduction of Marketing Organisation: Qafqaz University. (Baku, Azerbaijan)
- 2014 • Corporate Sales Organisation: Bmg International. (Baku, Azerbaijan)
- 2013 • Procurement Organisation: Zaman Course (Baku, Azerbaijan)
- 2012 • Management in companies and the role and skills of managers and activity mechanism of departments Organisation: ASR Group (Baku, Azerbaijan)
- 2011 • Technologies of Sales Organisation: Engin LTD (Baku, Azerbaijan)

## Additional

- Driving license: BC category

## Education

**ACADEMY OF LABOUR AND SOCIAL RELATIONS (BAKU, AZERBAIJAN)**  
Bachelor: Administrative management 2004 – 2008

## Experience

**Jaguar/Sanat paint (Production, Building Materials, Chemical Industry)**  
Position: Sales Manager 07.2019 – 07.2022

- to manage the sales and team
- market research
- competitor monitoring
- prepare suitable proposals for the client
- to create schedule for the staff for myself
- to visit by schedule the companies which collaborate with us
- B2B
- to control and manage the products of İşin boru and Sanat paints in the Azerbaijan market

**ISHIN BORU (BAKU, AZERBAIJAN) Building materials, Pipe**  
Position: Sales Manager 01.2018 – 07.2022

- Introduce new product on the market.
- To identify marketing and sales strategies and apply them.
- To do market research, to learn rivals. Adjust the price of the product suitable for the market.
- To organise the correct presentation of the product at sale points.
- To give messages about the difference of goods
- To provide this tendency at all sale points.
- To organise retail sales and corporate sales.
- To do negotiations with customers.
- To control the sales

**Sumgayit Technology Park (SUMGAYIT, AZERBAIJAN) Industry, Construcion, Building materials**  
Position: Business Development Manager 12.2016 – 12.2017

- Market research
- to connect with producing department determinate of products suitable to the market
- preparation of the proposal package for the market
- meeting with key account clients
- to organize the sales process

**FAB CHEMICAL LLC (BAKU, AZERBAIJAN) Industry, Construcion, Building materials**  
Position: Sales Manager 03.2014 – 08.2016

- to control the debt of the clients
- to creat motivation process for the customers
- to be in contact with clients constantly and to learn their needs and requirements always
- to watch the concurent companies and to analyze the market

**DELPHIN BOTANIK HOTEL (ANTALYA, TURKEY) Tourism,travel,Hospitality**

**Position: Consultant**

05.2013 – 11.2013

- to meet the guests (tourists), to present them the hotel
- to control the client's contentment
- to solve the problem and discomforts of the tourists
- to give information to tourists about the services and goods which they need and to direct them
- to be active as a interpreter when is necessary, (English-russian-turkish
- to present the shopping center to the tourists in the hotel and to explain them everything existing
- to control the defend of customer's right
- to implement the directions of the hotel administration

**VEYSELOGLU HOLDING (BAKU, AZERBAIJAN) FMCG**

**Position: Sales Representative**

11.2011 – 02.2013

- to representative the company and to secure the sale of the company
- to carry out negotiations with the clients
- to discuss with them the terms of the sale, payment and shipment with them
- to defend the benefit of the company always
- to attract new customers
- to achieve conclude a contract with the new customers
- to do presentation a new goods of the company and to offer the sale to the clients
- to control the work of the to use the sale tactics to increase the sale
- to be in contact with the costumers always, constantly to do works to increase the sale of the company
- to give information to the administration of the company about the sale operations
- to accept new directions and to implement them

**ENGIN LTD (BAKU, AZERBAIJAN) FMCG**

**Position: Sales Representative**

02.2011 – 10.2011

- to represent the company in the definite territory, and to secure the sale of the goods of the company
- to present new goods to customers and to do sale
- to carry out negotiations with clients
- to discuss the terms of sale
- to implement and control the work of marchendaise
- to increase the sale potential with the find new clients
- to increase quantity and quality of the sale , often to do presentation for clients- to give the costumers information in detail about the existing of the company which secure the market with the goods which meet requirements of the people - to inform the administration of the company about the sale processes and news in sale processes
- to accept new directions of the company and to implement them- to take a part in projects which implement by administration of the company and to earn high achievement,
- to be present in training about the sale and to learn new tactics of sale constantly

**MATRIX-M COMPANY (BAKU, AZERBAIJAN) FMCG**

**Position: Sales Representative**

08.2009 – 02.2011

- to secure the sale of the company in the definite territory
- to increase the sale
- to be in search new clients constantly
- to carry out negotiations with customers
- to do processes to increase the sale
- to implement and control the work of marchendaise
- to give information about sales process to sales manager and to offer newideas to increase the sale
- to take part to plan a new projects of the company and in to implement them