

Personal details



Pavel Maley

Address: Beringen, Oelenstraat 15, 3580 Limburg, Belgium

Mobile: +375 29 699-67-91

E-mail: maleypavel@gmail.com

Marital status: Married

Work situation: Job seeker

Driver's license: B

Date of birth: 30/09/1986

Work

IT Sales manager

Exposit

26/03/2018 - Current

Exposit is a professional software development house from Belarus. The company has more than 100 in-house software engineers to produce premium results. Exposit delivered 120 successful projects since 2012 to our customers in the EU and the US.

Responsibilities:

- Analyzing customers' needs and businesses
- Choosing relevant engineers for the project
- Advising suitable models of cooperation
- Consulting and supporting at any stage of the project
- Negotiating and putting through remote software development processes
- Arrangement of business meetings with prospective clients;
- Building long-term relationships with new and existing customers.

Senior Export manager

Biocom

9/09/2016 - 26/03/2018

Main responsibilities:

- Developing export markets (dealership, direct sales, long-term contracts) for CIS, SEA, MENA markets for feed, feed additives and whey products.
- Sale contact development and lead conversion from inbound sources.
- Contract negotiation and account management for CIS, SEA, MENA markets.
- Full sale cycle from production order placement and shipment.

Export-Import Manager - China

Neman Glass

28/09/2015 - 9/09/2016

OJSC "Glassworks "Neman" is the oldest brand name with expressive artistic history. It is true to tradition that was born in 1883.

Main responsibilities:

- Market analysis of crystal glassware in China.
 - Developing market entry strategy.
 - Working closely with distributors, customs office, logistics, IP registration and production to ensure client satisfaction and timely product shipment.
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Buyer - Asia

Various

19/07/2013 - 24/11/2015

Complex end-to-end purchasing projects as an individual contractor, which involved:

- Supplying furniture and hardware fittings from China.
 - Supplying chemical compounds from China.
 - Supplying electric lamps and electronics from China.
 - Searching for agricultural equipment from China.
 - Searching for sports equipment from China.
 - Supplying 2000 tons of starch to Hong Kong.
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Procurement Trainee

ZOV Mebel

1/09/2009 - Current

JLLC «ZOV-MEBEL» is one of the biggest enterprises, which produces furniture by individual orders.

Main responsibilities:

- Sourcing furniture fittings from manufacturers (Germany, Turkey, S.Korea, China, Japan.)
 - Liaising between suppliers, manufacturers, relevant internal departments.
 - Negotiating, agreeing and monitoring contract progress.
 - Forecasting price trends and their impact on future purchasing activities.
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Education

Master of Business Administration

Lanzhou University

2016

Foreign languages and International communication (Chinese-English)

Hrodna State University

2011

Pre-MBA

University of Buffalo and Riga

About me

Born in Belarus, for as long as I remember, I was always interested in cross cultural communication, supply and international environment. Living and working in mainland China, United States and Europe has given me an international empathy that allows me to really connect with my customers. I believe in building strong win-win relations and have built my reputation on getting things done, figuring out the right process for each situation, and making it all on time.

My hobbies include reading, playing volleyball and streaming.

Language competencies

Chinese

Very good

HSK 2013

Russian

Mother tongue

English

Very good

TOEFL ibt April 2018-2021

Polish

Very good

Summary

Paul Maley is a Sales Consultant at Exposit IT company, with responsibility for software solution sales and digital business development. Prior to that Paul lived in China for 5 years where he studied and worked on various Purchasing and Procurement projects. During his 1.5 years as a senior export manager at Biocom, he initiated several export programs to Egyptian and Chinese markets. Creativity, drive and positive attitude are Paul's greatest strengths. He thrives on all kinds of challenges, especially those that expand the company's reach internationally.

Paul is fluent in several languages - Chinese, Russian, English and Polish and holds a Bachelor degree in chinese-english translation from Hrodna State University and an MBA from Lanzhou University, China.

Competencies

Industry Knowledge:

- Procurement
 - International Sales
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- Supply Chain Management

- Business Development

- Sales Management

- Purchasing & Procurement

- Export / Import

- International Business

- IT Sourcing

Tools & Technologies:

- JIRA

- Confluence

- Microsoft 365

- Redmine

- MS Excel

Languages:

- English

- Chinese

- Polish

- Russian