



## Aleksandr Polevoi

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Date of birth: 5 Jan 1988 | **Nationality:** Russian | **Gender:** Male |

(+7) 9055915009 | [p79055915009@yahoo.com](mailto:p79055915009@yahoo.com) |

<https://www.linkedin.com/in/alexandr-polevoy/> |

Skype: Polevoi.Aleksandr.Moscow |

Beskudnikovskii bouvar 20-3-11, 127474, Moscow, Russia

### ● WORK EXPERIENCE

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29 MAR 2021 – 2 DEC 2021 – Moscow

#### **SALE MANAGER – SEPTIC TANK EUROLOS**

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Retail sales of leads: income/outgoing calls/chat

1 JUN 2018 – 1 JUN 2019

#### **AUDIT MANAGER – LAW FIRM**

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Communication and consulting of clients on various IFRS methodological issues.

Preparing of company accounts and tax returns for audit according to IFRS, 102 FRS, 105 FRS, AML, double taxation treaties, KYC. Writing profit and loss, balance sheet, cash flow, director reports.

Clients consulting on supranational and local tax regulations. Client companies representation in tax disputes courts. Preparing researches of Russian and international tax issues.

Business process analysis (BPA) aimed to optimization and automatization.

Establishing and adjusting selling prices by monitoring costs, competition, as well as supply and demand.

Solutions development for clients of transfer pricing and tax including: intra-group transactions structuring, including transfer pricing aspects, allocation of costs and profits; Structuring of deals from tax perspective; Development of tax and accounting functions including the unification and streamlining of tax and accounting processes based on industry best practices, improvement of internal tax controls.

Moscow, Russia

1 DEC 2014 – 1 MAY 2017

#### **EXPERT – TINKOFF BANK**

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Registration of customer contracts. Tariffs debit card; credit card; deposit; cash loan; consumer credit; tariffs exchange & conversion currency; validation process; smart script; correction error the orders; change contact information; deduplication; loan percentage counting; supply & payment schedules payment management; help to manage debt, planning, restructuring; loan amortization calculator. Enforcing the 'stop list' of goods supplying and services to customers; Maintaining strong cash flow through efficient collections. Delivery optimization across multiple services, understanding and considering cross-service relationships and dependencies. Bank account according fraud-monitoring.

Outbound (183 call/day) & Inbound customer service assistant (77 call/day).

Delivery coordination (200 persons). Dealing with objections of bank technologies.

Closed & Save relation (liability; competitive advantages; sales objections).

Moscow, Russia

1 JUN 2012 – 1 NOV 2014

#### **SALES MANAGER – IPOINTER**

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Services firm: Distance consulting in according procedures by products to clients & potential clients in purpose services (carry) & save current clients. Cold calling (wholesale; trading). Help clients for right decision-making (or decide). And alarm conflicts for services VIP clients. Sales and distribution (purchase funnel). Run of the public procurement and tenders.

Moscow, Russia

1 MAR 2009 – 1 JAN 2012

**EXPERT** – RUSSIAN FEDERAL STATE STATISTICS SERVICE

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Harmonised Index of Consumer Prices (HICP). Retail pricing analytics for national statistical data and EUROSTAT (street shops; stores; markets; souks). Producer prices. GDP.

Price analytics and receive data analysis forward price and volume analysis according national methodologies and legislation.

Business statistic (STS): Short-term, wholesale & retail trade, food services, petroleum.

Variance analysis. Business statistic: Structural business statistic (includ. SME), turnover & number of employees.

Moscow, Russia

## ● **EDUCATION AND TRAINING**

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1 OCT 2002 – 1 JUN 2005 – Moscow, Russia

**COLLAGE** – Collage, Moscow

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Diploma of vocational education Accountant

EQF level 4

1 MAY 2005 – 1 OCT 2010 – Moscow, Russia

**BACHELOR'S DEGREE IN MANAGEMENT** – Synergy University

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Diploma of vocational education Accountant

EQF level 7

1 OCT 2010 – 1 DEC 2014 – Moscow, Russia

**POSTGRADUATE SYNERGY UNIVERSITY** – Synergy University

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Postgraduate Synergy University (incomplete), Moscow, Russia. Comparative strategy.

EQF level 7

● **LANGUAGE SKILLS**

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Mother tongue(s): **RUSSIAN**

Other language(s):

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	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	B2	B2	B1	B1	B2

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

● **ORGANISATIONAL SKILLS**

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**Organisational skills**

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Problem Analysis and Problem-Solving skills  
Ability to reflect on one's own work as well as wider consequences of financial decisions  
Working under stress  
Reliable

● **COMMUNICATION AND INTERPERSONAL SKILLS**

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**Communication and interpersonal skills**

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Well-developed interpersonal skills  
Confidentiality

● **JOB-RELATED SKILLS**

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**Job-related skills**

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Team-working ability  
Adaptability  
Ability to take initiative  
discreet and ethical