

PERSONAL INFORMATION**Stanislav Cheburakov**

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PERSONAL STATEMENT

A self-motivated "SHAG" Computer Academy graduate with extensive experience in sales, pursuing professional development in the field of IT & system administration, seeking to utilize the acquired skills for the company's benefit

WORK EXPERIENCE**09/2015–Present****Territory Manager**

Ukrainian National Lottery, Lviv

- supervizing the affiliate network in the assigned region;
- partner network development;
- final accounts preparation and submission;
- developing and implementing marketing measures designed to improve sales performance;
- performing market research and competitor analysis across the region.

Achievements

- expanded partner network, namely, opened 4 new stores during 2016;
- convinced management to switch to more stable Cisco network equipment for failure-free branch offices operation;
- increased the company's revenue by 30% due to quality service;
- instated stable working conditions and introduced a new rewards system.

2014–2015**Joint Owner**

ADZHS INK, LLC, Lviv

- enhancing customer engagement by efficient product presentation;
- customers' applications processing;
- representing the company's interests.

2009–2013**Regional Manager**

Prodimpex, LLC, Lviv

- regional network development (from scratch);
- financial accounting; setting marketing goals and meeting them;
- staff recruitment with the aid of sourcing tools (internet, employment agencies, ad placements);
- selecting the business premises, concluding rental agreements and utility services contracts;
- submitting information to the state supervisory organs.

Achievements

- facilitated commercial network expansion and managed to increase profitability by opening more than 17 new outlets both in the city and across the region;
- successfully passed inspection of supervisory state agencies (local tax office, ECD, etc.).

EDUCATION AND TRAINING

2016 **Diploma in Networks & Cybersecurity**
Computer Academy "SHAG"

2016 **SEO Specialist Certificate**
SEO Specialist Courses

2015 **Certificate in CCNA, CCNP**
CISCO Courses

2016 **WordPress Certificate**

PERSONAL SKILLS

Mother tongue(s) Ukrainian, Russian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B1	B2	B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
[Common European Framework of Reference for Languages](#)

Job-related skills

System Administrator

- hardware setup and office appliances maintenance;
- understanding of TCP/IP, OSI, DNS, SMTP, POP3, Telnet, SSH, FTP, DHCP operating principles;
- network hardware setup (D-Link, TP-Link, Cisco);
- basic knowledge in OS development;
- competent Windows and Linux administrator;
- server OS knowledge (Windows Server, Linux Server);
- acquaintance with VMware virtualization system.

SEO

- keyword research and semantic kernel building;
- understanding of the basic algorithms and factors for improving SEO ranking;
- extensive knowledge of search engines and SEO aspects;
- linkbuilding and site auditing;
- working knowledge of HTML/CSS/Wordpress.

ADDITIONAL INFORMATION

Personal characteristics Responsible, communicative, conscientious, stress-resilient, a team player, a lifelong learner.

Driving licence A category B driving licence and own a car.