**ASSEL AIMUSHEVA**

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# Profile

A results driven, self-motivated and resourceful professional with experience in Marketing and Sales Development with wide network. Experienced in development and strengthening management teams in order to launch and implement challenging projects. Possesses excellent communication skills at all levels. Now looking for a new and challenging managerial position, one which will make best use of my existing skills and experience and also further my personal and professional development.

# Education

**Nazarbayev University**, The Graduate School of Business, Astana, Kazakhstan

Master of Business Administration, *Graduation due in November 2016.*

**SEMEY STATE UNIVERSITY OF SHAKARIM**, Semey, Kazakhstan

*Social and Humanitarian Sciences,**Specialist on International Relationships Documentation of Consular Service (Honors)****,*** *June 2006*

# experience

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| 2010 - 2015 | **CONCERN “TSESNA-ASTYK” LTD**, Astana, Kazakhstan  Leader in cereal-processing industry which turnover makes it one of the hundred largest companies in Kazakhstan  ***Head of Sales Development Department,*** *2015*   * Initiated “private label” projects with international food companies, Kazakhstan companies and state social-entrepreneurship corporations * Prepared company’s application to “Altyn Sapa” President of Republic of Kazakhstan’s Quality Award and “The Best good of Kazakhstan” competition-exhibition: company got the first place in Astana’s “The Best good of Kazakhstan” competition-exhibition * Entered market of Ukraine, started cooperation with large production company   ***Head of Sales Department***, 2013 - 2015   * Achieved 98% performance in Kazakhstan and export sales plan, provided planned sales increase for prioritized goods: 40% - in 2013 and 33% - in 2014 * Initiated and started beneficial long-term collaboration with KFC restaurants chain, UN food aid agency, World Food Program, on humanitarian procurements, US Department of Defense. * Developed distribution chain in various regions of Kazakhstan : Zhambylskaya, Kyzylordinskaya, Pavlodarskaya, East Kazakhstan and Aktyubinskaya oblasts which turned over more than 40% of sales |
|  | ***Senior Manager of Sales Department***, 2013   * Contributed to process of implementation and successful certification of the integrated quality management system of the Company according to the international standards (GMP, OHSAS, ecological management), especially regarding ISO 22000 (HACCP) * Initiated and launched project on starting cooperation with Russian retail (“Holiday”, “Magnit”, “Grozd”) on “private label” and company’s goods |
|  | ***Foreign Economic Relationships Manager***, 2012 - 2013   * Initiated and led long-term cooperation on export development and promotion with international organizations and projects such as REC USAID, GIZ, EBRD, WB, SES * Initiated and led project on starting cooperation with UN food aid agency, World Food Program, on humanitarian procurements * Carried out entrance to Russian market at 4 cities (Omsk, Tyumen, Belgorod and Kaliningrad), signed long-term contracts equaling more than 500 000 USD |
|  | ***Export Manager***, 2010 - 2012   * Prepared more than 50 regular researches-forecasts of international and regional grain market for CEO and top-managers of the company, lead development of mid-term (2 years) export strategy for Russian market, developed “in field” research of Mongolian market and conducted 3 main sales comprehensive daily reports for CEO and Commercial director * Prepared and processed export contracts and shipping export documents for more than 42% of produced by the company goods to 8 countries * Initiated wide cooperation with “National Agency on Export and Investments “KAZNEX INVEST” JSC, on financial, information and service state support and “KazExportGarant” Insurance Corporation |
| 2009 - 2010 | crown central asia ltd, Astana, Kazakhstan  Leading company in Central Asia provides agricultural sector with the high-quality agricultural equipment and technologies  ***Specialist on Poultry Farming - Projects Coordinator***,   * Supported and presented interests of 11 world leading companies serving agricultural projects in Kazakhstan and Central Asia * Coordinated implementation of 2 large Kazakhstan investment agricultural projects with budget of more than 30 000 000 USD |
| 2007 - 2008 | savola foods cis ltd, Almaty, Kazakhstan  ***Office-Manager, Assistant to General Manager*** |
| 2006 - 2007 | **UNION OF NUCLEAR TESTS VICTIMS” IRIS**, Semey, Kazakhstan  ***Program Coordinator*** |
| 2006 - 2007 | **YOUTH INFORMATION SERVICE OF KAZAKHSTAN**, Semey, Kazakhstan  ***Office-Manager, Program Coordinator***  Leadership and involvement |
|  | * Leader of Russian language league of student's debate club "Congress", member of Council of students at the Rector, *2004-2005* * High quality award in Changellenge case competition, *2015* * The winner of “The Best Employee of Year” competition - Best head of department in “Concern “Tsesna-Astyk” LTD, *2015* * Gave speeches at official Kazakhstan Trade missions at Urumchi, 2014 (China), Omsk and Tyumen, 2013 (Russia) * The letter of thanks on behalf of Minister of education and science of Republic of Kazakhstan for the achieved successes in study and active public work with award of the nominal grant of Corporate fund at Ministry of education and science of Republic of Kazakhstan, *2006* * The honorable letter on behalf of the Rector of Semey State university of Shakarim for active public activity, *2005* * The honorable letter on behalf of the Rector of Semey State university of Shakarim for active public activity for the contribution to development student's debate club "Congress" of Semey State of Shakarim, *2005* |

# additional information

* Languages: Russian; Fluent in English
* Additional professional certificates and courses:
* Seminar on “Altyn Sapa” President of Republic of Kazakhstan’s Quality Award and “The Best good of Kazakhstan” competition – exhibition, 2015
* 3rd seminar of Muhlenchemie firm for milling companies of Kazakhstan and CIS countries, 2015
* Seminar “Building of trustful relationships with clients. Techniques of sales”, Metropolitan business school, 2015
* “International business practices, Regional business practices, Logistics management, Marketing and promotion” by Regional Economic Integration Project of USAID, 2012
* Professional Certificates: Bloomberg Market Concepts
* Proficient user of all MS Office programs, including data bases MS Axapta, 1S, statistical tools RegressIt and Stata