

Yuri Yanis Chernas

Projects and Sales Manager

+359 899 825656

Sofia, Bulgaria

@ yurichernas59@gmail.com

34B, Lyublyana st., fl.4, app.38



SUMMARY

I'm an engineer with extensive and diverse experience in different areas - hydraulic and pneumatic drive and control systems, engineering and mechanical constructions, advertising, systems for local aspiration. With proven management skills in the management of small and large teams. Workaholic, self-motivated, dedicated and loyal. I love to read and learn continuously. I am fluent in two foreign languages.

PROFESSIONAL EXPERIENCE - MAIN POSITIONS

Projects and Sales Manager

TANGRA-AV Ltd.

June 2005 - ongoing

1331 Sofia, 174, Europa Blvd.

Air conditioning and ventilation equipment

- Entering the company, a project "Local aspiration Nederman" was started, expanding the companies' activities;
- In the process of developing a marketing and branding I had several marketing campaigns, numerous training seminars for designers and salespeople, many presentations;
- I developed technical solutions, managed and executed engineering projects for local aspiration for major clients like NPP "Kozlodui", "Enersys", "Lufthansa Technik", Mines "Maritza Iztok", "Pnevmatika Serta", "Porsche Inter Auto", "SO Pharma", "Festo Production", "HES", etc.

Founder and Governor

UTON Ltd.

Oct 1994 - Oct 2003

1373 Sofia, 85, Vazkresenie Blvd.

Outdoor and indoor advertisement and advertising structures; LED information displays, other promotional products

- I led the entire business planning, organization and control of the production and installation of outdoor and indoor advertising, including commercial negotiations, project coordination, budgeting, production, scheduling projects; recruitment, management, training, coordination and motivation of staff.

STRENGTHS

✈ Dedicated and self-motivated person

I have no limits in the pursuit of goals. I'm not giving up in difficult - I can always find a solution. Self-motivated person

★ Proven workaholic

Since childhood I was trained to achieve success by working hard.

📅 Organization and strategy

I know and apply the right steps to achieve the goals, developing successful strategies and tactics.

SKILLS

Team player



Communication skills



Presentation skills



Leadership skills



Organizational skills



Projects and designing skills



PROFESSIONAL EXPERIENCE - MAIN POSITIONS

Procurator

"SYMPTO" JSC (a military plant)

Nov 1998 - Sep 2002

8500 Aitos, Industrial area

Production of metal parts and components for products from the nomenclature of "Arsenal" AD

- In times of severe crisis in the industry and also by our main customer "Arsenal", I managed to keep the capacity of the plant and provided a job to all of the 250 employees;
- I raised the technological level of the plant through the acquisition / leasing of CNC and lathe machines, located in the newly constructed production facility;
- This allowed me not only to keep the existing nomenclature, but also to expand it with new details of "Arsenal", and other customers;
- I raised qualification of the managerial staff through specialized postgraduate training at Bourgas Free University;
- I provided better working conditions.

Certified Engineer, Research Worker Grade II

IRET - Institute of radio-electronics and technologies

Jan 1985 - Aug 1992

Sofia, 2, Kukush st.

Computerization and automation of agriculture

- Research, project - designing and implementation activities in the field of automation of agricultural machinery;
- Result of this activity are 7 inventions registered by INRA.

EDUCATION AND DIPLOMAS

Professional Manager

The Open University London

Nov 1999 - Dec 2003

GPA

6.00 / 6.00

Mechanical Engineer, specialty "Hydraulics and Pneumatics"

VMEI "V.I.Lenin"(now Technical University) - Sofia

Oct 1979 - June 1985

GPA

5.75 / 6.00

Secondary education

OTEA "S.M.Kirov"- Sofia

Sep 1971 - May 1976

GPA

5.66 / 6.00

ACHIEVEMENTS



I saved a factory and created jobs for 250 people

As procurator of "SYMPTO" JSC I managed to pull the plant from severe crisis, to secure contracts, to modernize the production and to provide jobs and regular payments to 250 people.



I helped to ensure healthy and safe working conditions in leading Bulgarian companies

As a Project and Sales Manager of "Tangra", I developed technical solutions and made significant projects for local aspiration of harmful substances for large clients of the company.



Training

I developed materials for product and sales training for the entire product range of the company "Nederman" and I'm conducting continuous training for salespeople and designers.



Inventions

One of my inventions - automatically keeping the cultivator in rows, became the basis for the creation of company "Agronika."



My own business

Nine years of successful business in the field of signmaking, outdoor and interior advertising and promotional structures.



Diploma and certificate "Professional manager"

I graduated 4-year intensive course on "Professional Manager" program of The Open University - London.



Fluent in 2 foreign languages

This knowledge allows me to communicate directly with foreign clients and companies and expands my horizons.

CERTIFICATES

Professional Manager

New Bulgarian University - School of Management , Program of The Open University - London

Certificate and job qualification

Nederman - Certified expert in treating combustible dust up to Grade St2

COURSES

Learning for life

English-language literature

Russian bards songs

OTHER SKILLS

Computer skills

MS Office™

AutoCAD™

CorelDraw™

MS Visio

MS Project

NedQuote™

MS Power Point

Driving licence

"B"

LANGUAGES

English

Advanced



Russian

Advanced



Bulgarian

Native

