

PERSONAL INFORMATION

Denis Moldovean



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Sex Male | Date of birth 23/08/1996

EDUCATION AND TRAINING

12/09/2011–12/06/2015

High School Diploma

EQF level 2

Antalya Anatolian High School, Antalya (Turkey)

31/08/2015–Present

Bachelor in Business Administration

City University of Hong Kong, Hong Kong

- Academic English

- English for Business Communication

- Understanding Persuasion

- Marketing

- Operations Management

- Financial Accounting

- Information Management

- Micro-economics

- Management

WORK EXPERIENCE

05/2016–09/2016

Business developer - Sales Manager

PopMap Ltd., Hong Kong

www.popmap.com

- Leading the sales

- Maintaining client relationships

- Establishing new international leads

Business or sector E-commerce Services

02/2016–05/2016

Business Development and Marketing Intern

Harbour Rights Ltd. Content Distribution, Hong Kong

- Selling content to different TV channels and OTT platforms.

- Maintaining relationships with current customers and finding new inter-national customers.

- Screening and assessing documentary movies in English for acquisition.

01/05/2015–31/08/2015

Coordinator

Tunceri Sports Organization, Antalya (Turkey)

- Selling private sport lessons to holiday resort and hotel customers.

-Translate trainers to the customers during lessons.

-Coordinating a team of personal trainers who provide services in 3 different hotels.

-Communicate with customers and the hotels' management.

2013–2014 Real Estate Agent

Remax Exper, Antalya (Turkey)

With help of ReMax, informally helping foreign guests with:

-Finding real estate

-Negotiating the prices

-Contract translations

-Post-purchase documentary work

<http://remax-eksper.com/>

08/2013–09/2013 Food&Beverage Manager Assistant

Dionis Hotels Belek (Daved Grp. Ltd. Sti.), Antalya (Turkey)

-Relations with guests.

-Supervision of F&B staff.

-Supervision of supplies stocks.

-Serving guests.

07/2013–08/2013 Purchasing Department Manager Assistant

Dionis Hotels Belek (Daved Grp. Ltd. Sti.), Antalya (Turkey)

-Relation with suppliers.

-Purchasing different needs of hotel departments.

-Relation with workers of different departments in the hotel.

06/2013–07/2013 Front Office Chief Assistant

Dionis Hotels Belek (Daved Grp. Ltd. Sti.), Antalya (Turkey)

-Relations with guests of the hotel.

-Organising the work of the Front Office department and other departments if needed.

-Dealing with unexpected problems of customers.

-Managing invoices and payments.

PERSONAL SKILLS

Mother tongue(s) Russian, Turkish

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C2	C2	C2
German	B2	B1	B1	B1	B1

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

Communication skills	-Persuasive selling skills gained during all sales-related duties and enforced while taking the "understanding persuasion" course in the university. -Great conversation leading skills gained while working in various university team projects. -Excellent synchronized translation skills gained while working as a coordinator in different hotels, and translating trainers into 3 different languages at the same time and while communicating with many different language speaking guests of other hotels. - Great communication and negotiation skills obtained during my experience as Real Estate Agent, Purchasing Manager assistant and Front Office Chief assistant. - A sufficient team-work and team-leading experience, gained through my work in Dionis Hotels, Tunceri Sports Organization and participation in a variety of University projects.
Organisational / managerial skills	- Adequate experience in organization, gained as Front Office Chief Assistant and working in various University projects. -Team-leading skills obtained while working with teams in different school projects and coordinating teams of trainers in different hotels.
Digital competence	- Great command of office suite (Word,Excell,Powerpoint,Publisher etc.) - Video editing skills (Sony Vegas, Cyberlink Powerdirector etc.) - Photoshop
Other skills	- Contracts and agreements in areas of trading, logistics and real estate translation skills. Gained while helping my international guests and assisting my father in different business spheres. - Market analysis skills, gained through university projects and assignments. - Good understanding in areas of trading, logistics, real estate and hotel business through my own passion and research.
Driving licence	A2, B

ADDITIONAL INFORMATION

Projects	YIEP (Youth Innovation and Entrepreneurship Project) -Gained great team-work experience. -Enforced my entrepreneurship and leadership skills. -Improved my innovational way of thinking. -Enriched my researching skill.
Sports and Art	- Practicing parkour since 2008 to present. - Playing guitar and drums since 2009.