

Anuchin Andrei

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Result-driven training and development professional with more than sixteen years' experience is seeking a position of a leadership trainer.

Education

2015 – 2016 Moscow State University of Psychology and Education, faculty of Juridical Psychology	Master's degree in mediation (conflict management)
2011 – 2012 ICF (International Coach Federation)	Coach
2002 Presidential program on training managers	Manager
1997 Higher School of Practical Psychology	Psychologist
1992 Voronezh State University, Department of Radio physics and Electronics	Radio physics specialist

Qualifications

May – June 2015	The course “Design-thinking: thinking as a creator” by Lumiknows (Moscow, Russia)
April 2009	Change management. Certificated educator by Adizes Institute (USA)
September – October 2008	Educational training at University Paris-Est Marne-la-Vallée (Paris, France) The course “Teaching and Research in Marketing” (72 hours) by Higher School of management (St Petersburg, Russia)
June – July 2002	Educational training at Higher School of International Commerce (Ecole Supérieure Internationale de Commerce (ESIDEC) (Metz, France)

Work experience

2016 – present EXECT group Business trainer	conducting training and strategic sessions for executives
2000 – present Trainer, freelancer	planning, organizing and developing training in management, sales management, leadership Core clients 2016: Sberbank-Technologies, GazpromNeft, VkusVill.
2004 – 2014 Voronezh State University, Faculty of Economics, Department of Marketing Senior Lecturer	planning, creating, delivering and developing courses for students in marketing, consumer behavior, sales management, presentation skills, change management and others
2001 – 2006 consulting company ROEL Management consultant	managed process of development a sales force, coordination sales operations, and implementation sales techniques collaborated with local management team to develop strategies to advance company goals created new standard adopted as corporate policy
1993 – 2001 LLC «Barocco » Sales manager, head of department, sales director	personal selling and management of selling team building a strong team from one to seven members cultivating excellent long-term relationship with clients

Candidate of Economic Sciences

Ranked #11 in Russian Customers' Trainers Rating (February 2016)

Personal qualities:

- Conscientiousness
- Flexibility
- Logical thinking
- Open mind
- Self-motivation

Special skills

- Native Russian
- English (intermediate)
- French (good reading and communication ability)
- Driving License (Category B)

Hobbies:

mind&body practices, aikido, chess

Certificates of participation in teaching programs:

“Tough Talks”

“Influencing skill”

“Marketing wars”

“Leadership and Teambuilding”

Publications

Books

“Simple book about complicated sales” - Alpina Publisher, 2016

“Competitiveness of countries and regions” - Knorus, 2011

“Sales in a competitive environment” - Peter, 2009

Articles

System approach to management. Sales management 2016. - №3(88). – pp.170-179

How to choose techniques for staff training and learning. Management today, 2014. - № 1. - pp.24-30

Metaskills for sales and negotiations. Personal selling №04(19), 2012

Personal selling, metaskills and the pyramid of mastery. Personal selling №3, 2012

Anticrisis strategies 2009: How did Russian companies survive at difficult times. Marketing. Management. - 2009. - №11-12 (40-41). pp.54-59