

Anton Vetrov

Senior Export Executive & Sports Entrepreneur

+79857800870 (WhatsApp only)

www.linkedin.com/in/anton-vetrov-a82462141/

anvetrov@rsa-company.com

PROFESSIONAL ACHIEVEMENTS

I have more than 20 year-long of experience in the management of export sales. My main areas of expertise include business development, project management and full profit/loss responsibility. My deep knowledge and understanding of strategic planning, markets expansion and new business growth have been key to my success throughout my career.

I have proven my ability to manage staff and motivate them to meet their goals and excel at work. I am a natural mentor, guiding and advising my colleagues to success while making sure they follow company policies and regulations. I also have experience as a founder in international teams projects and strategic alliances, allowing businesses to expand their reach further.

Throughout my decades of 'hands-on' experience and success in the export sales sector, I am confident I can continue to make great gains for organizations and find innovative new ways to boost exports.

SKILLS

- Sales development and Strategy
- Project management
- High negotiations skills
- International team management
- Business process analysis
- Sales strategy
- E-commerce
- Network management

EXPERIENCE

2022 – now

Sumgait, Azerbaijan

Chief Business Officer

RSA Company, LTD

Business development of base oils and petrochemical products supplies for partners in EU, Turkey and Middle East, Africa and other countries through direct contracts with the majors Russian and world Oil refining companies.

2015 – now

International

Founder

WayB's Sports Academy

Sports: Ice hockey, Rugby, American Football, Weightlifting.

Main goals of academy:

Athletic & Education Performances;

Psychological training and adaptation of athletes;

Injury recovery programs for athletes;

2021 – 2022

Moscow, Russia

Senior Channel Distribution Development Specialist

SKF, LLC (Russia)

Responsible for CIS distributors business development in different SKF product platforms. Countries of responsibility: Belarus, Kazakhstan, Kirgizstan, Armenia.

2016 - 2021

Moscow, Russia

Business development manager

Acting Chief, Head of Representative office in Turkey, 2017-2020

«RN-Lubricants" LLC (SC PJSC "ROSNEFT" Oil Company)

Responsible for ROSNEFT new product's range development and brand positioning in global lubricants market as CIS, MENA, Turkey, Mongolia, EU.

2010 – 2016
Moscow, Russia

Key account manager

(Key account manager MDA 2010-2014, Key account manager SDA 2014-2016)

BSH Bosch and Siemens Home Appliances (Bosch Group)

Sales development of household appliances in MDA and SDA channels;
Establishing and maintaining effective relationships with customers from BIG5 national wholesalers.

2007 - 2010
Moscow, Russia

Head of Export sales department

Kampaneko, LLC (exclusive distributor of Spanish household appliance brand's **CATA Electrodomesticos S.L.** in Russia and CIS countries)

New strategic project development in sales expansion of CIS market with full authority from company owners.

EDUCATIONS

2023

University of Florida

The Science of Training Young Athletes

2011

Moscow Finance and Law University

Foreign economic activity

1998

Moscow College of Pedagogy and Sports

Physical Education Teacher

LANGUAGES

English (advanced)

Russian (native)

Spanish (basic)

ATHLETICS ACHIVEMENTS

- Ultra and wild open water swimmer.
- Participant and prizewinner of domestic and international open water swimming competition (2019 - now)
- Multiple winner of Moscow swimming championship in the PRO and SEMIPRO-category (1990 -1998)
- Participant of Open water 320 km swimming marathon from Sochi, Russia - Giresun, Turkey which was 2021 June, 12-19 ("Strokes for World Healthcare Employees and Friendship in the Black Sea").
- National Team Player of American Football:
 - 2 times Russia Junior National team player (1998-2000):
 - Junior Europe Championship 1998, Dusseldorf - team Russia 4th place;
 - Junior Europe Championship 2000, Berlin - team Russia 2th place.
 - 2 times Russia Senior National team player (2002-2007):
 - Europe Championship 2004 - team Russia 1th place, Group C;
 - Europe Championship 2006 - team Russia 3th place, Group B.
- Defensive Coordinator, AFC Moscow Black Storm, 2013-2014
- LB coach, AFC Moscow Patriots, 2003-2010
- LB Coach, Russian Junior National Team, 2000-2004