

Natalia Terebilo

Gomel, Belarus
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residence permit by marriage)
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Education

International Institute for Labour and Social Relations, Gomel, Belarus

Diploma in economy and management at mechanical engineering enterprises.

Gomel State Polytechnic College, Gomel, Belarus

Diploma in technology of wood processing.

Work experience

UAB "LITALIS", Vilnius - Commercial Director

2021 – present day

UAB «Technodvaras», Vilnius – Deputy director

29.07.2020 – 12.04.2021

General control of management.

Supply and sale of agricultural, communal, logging equipment, special equipment and spare parts according to the criteria and needs of the consumer;

Maintenance of the transaction from the moment the consumer selects the equipment and spare parts;

Guarantee maintenance of equipment;

Logistics, working with customs.

OJSC Gomselmash, Gomel – First Deputy Director of the Sales and Service Center

01.11.2019 – 28.07.2020

Promotion of the company's products in the countries: America, Europe, Asia, Africa, including China, Tajikistan, Azerbaijan, Georgia, Moldova, Kyrgyzstan, Turkmenistan, Uzbekistan, Armenia, Kazakhstan, Ukraine, Moldova and Belarus.

Contract company, development of TPNs (distribution network), full support of foreign economic contracts on export, control of service provision of production. Negotiations with consumers at the first person level, work with consumers in regions. Negotiations with representatives of financial structures, authorities. Organization and participation in



major international universal
and specialized exhibitions.
Work with

diplomatic institutions. Marketing research of regions, definition of a strategy of promotion of a product, positioning, etc. Arrangements for the reception of foreign delegations (diplomatic protocol), business correspondence, general management control.

OJSC Gomselmash, Gomel – Deputy Director of Regional Sales Department - Head of CIS Sales Department

18.10.2017 – 01.11.2019

Promotion of enterprise products in the countries: Tajikistan, Azerbaijan, Georgia, Moldova, Kyrgyzstan, Turkmenistan, Uzbekistan, Armenia, a contractual company, the development of TPNs (distribution network), full support of foreign economic export contracts, control over the provision of after-sales service for products.

Negotiations with consumers at the senior level, work with consumers in the regions; negotiations with representatives of financial structures, authorities, organization and participation in large international universal and specialized exhibitions.

Work with diplomatic institutions, marketing research of regions, determining a strategy for promoting a product, positioning, etc., organizing receptions of foreign delegations (diplomatic protocol), business correspondence, general control of management.

OJSC Gomselmash, Gomel – Leading Specialist, Sales Department (Kazakhstan)

22.09.2016-18.10.2017

Export sales. Promotion of sales to international markets; Interaction with transport companies, outsourcing of transport services; ensuring export/import risk management; interaction with consumers; negotiations with financial institutions, by the authorities; organization and supervision of participation in major international exhibitions.

RUP Gomselmash, Gomel – Leading specialist of sales management in foreign countries and the CIS

20.11.2003 – 22.09.2016

Complete maintenance of foreign economic agreements on exports to the countries of the Russian Federation and the Commonwealth of Independent States, promotion of the enterprise's products, work with transport companies, preparation and holding of tenders (tenders) for the purchase of transport freight forwarding services, export-import risk insurance procedure, working with customs authorities. Work with consumers; negotiations with representatives of financial institutions, authorities, diplomatic institutions; participation in major international universal and specialized exhibitions.

Regulation (Moscow)

-All types of PC, including the following software: Microsoft Windows Professional, NT, XP, 7, 8, 10, MS Word, MS Excel, MS Access, MS PowerPoint.

Languages

Russian-native
Belarusian-native
English-basic

Skills

– Practice in negotiations.
International legal practice

– Enterprise credit policy development

Belarusian Chamber of Commerce and Industry (Gomel, Belarus)

– Technical English course (6 months)

Gomel State University (Gomel, Belarus)

– Business management training

Belarusian Chamber of Commerce and Industry (Minsk, Belarus)

– Seminar on foreign economic activity, Customs

RUP Gomselmash, Gomel –External Relations Economist

12.11.2001 – 20.11.2003

Full support of foreign economic agreements on import and export; conducting negotiations with suppliers and consumers at the senior level; negotiations with representatives of authorities, financial institutions, diplomatic missions; participation in major international specialized and specialized exhibitions.

Travel Instructor

Agrofirm Gomselmash Selection, organization and support of tours for individual and corporate clients.