**Oleksandr Uhrynchuk**

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**Summary**

* More than 2 years of personnel management;
* Main specialization - management, finance;
* Sales B2B, IT and crewing market.

**Skills**

* Responsibility
* Adaptability
* Sociability
* Leadership teamwork
* Critical thinking
* English (B1 in the process of improvement)

**Work experience**

**09.2021 – present Joint-Stock Bank "Pivdenniy"**

**Head of retail business projects**   
**Key responsibilities:  
-** Building a product development and support strategy.

- Work with the IT market and crewing agencies.   
-Control and supervision of a team of 20 people in the implementation and creation of new products for companies in the relevant market.  
- Monitoring the implementation of tasks. Adjustment of tasks according to changes of needs.

**Achivments:** Stable performance of tasks 110%

**02.2018 – 09.2021 UKRSIBBANK BNP Paribas Group**

**02.2020 – 09.2021 Head of branch   
Key responsibilities:**

**-** Building a strategy for the development of the department. Distribution of staff tasks depending on skills and abilities.

-Monitoring the implementation of planned indicators. Personnel development and control over the implementation of tasks. Sales and control over the expansion of existing projects.

- Execution of the set KPIs.

**Achievements:** - Stable implementation of the planned indicators of the department 126%;   
-Improving the work of the department output in TOP 3 by NBI%; - the best department for the growth of the Premium client portfolio 2020-2021;  
 - Development of the branch team (4 out of 9 received half a breath for 6 months).

**02.2018 – 02.2020 Senior personal manager of SMEs**  
**Key responsibilities:**   
-Work with the current portfolio of clients in the full range of banking services.   
-Expanding and attracting IT projects. Implementation of currency control, consultation and support of FOREX. **Achievement:**- the average level of implementation of targets at 118%;   
- Best manager 2019.

**Education :**- 2016 - 2018 Yuriy Fedkovych Chernivtsi National University

Specialty: Entrepreneurship, trade and exchange activities. Master

- 2014 - 2016 Bukovynian State University of Finance and Economics

Specialty: Economics of the enterprise. Bachelor