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Mykhailo Suvorov

OBJECTIVE

I am a first-year Business Management student at Durham University, looking for an interesting and challenging part-time job for 8-12 hours a week in the area of Business and Management.

EXPERIENCE

Packer and courier

Ampri Ukraine (medium-size family business)
Kiev, Ukraine
June-2017 - August-2017

The Company sells medical equipment. My responsibility was to pack the orders and then send it to the customers. I was packing around 55 orders per 8-hours working day. From this job I have learnt how packaging influences the Company's image and how to make good packaging. Moreover, I have understood how the accounting at the storage works.

Sales Manager

Food Pack Ukraine (medium-size family business)
Kiev, Ukraine
June-2019 - September-2019

Company sells various equipment in the food industry (B2B). My responsibility was to find new customers, then make a contact through a phone call, and make a one-to-one meeting with those who were interested in our products. For 3 months period, I have found many new customers (around 40), with sales 3000-4000 USD each month. Moreover, I have solved 3 cases with previous customers, who had an issue with a company for some reason and they started buying our goods again.

Self-employed

Own shop on Etsy Kiev, Ukraine
September-2017 - August-2019

I created the shop on Etsy by myself. I was selling different handmade goods made by artisans from different cities in Ukraine. Before I launched the shop I completed a market research to find out which goods are being sold more, and also calculated possible profitability. After this, I chose the most profitable for me goods and started the shop. Starting investment was 500\$ and the annual profit was around 6000\$. I was managing the shop around 2 years when I was in Ukraine and then sold it to my classmate. Through this experience, I have learned SEO Analysis, Financial Analysis and have developed teambuilding skills.

EDUCATION

Business and Management

Taras Shevchenko national University of Kiev
Kiev, Ukraine
September 2017 - June 2018

I received a scholarship to study at university as I got excellent marks at high school exams (91% in math, 92% in English, 85% in the Ukrainian Language). At University I studied different modules such as micro-economics, advanced math, introduction to management. I studied 1 year only, then due to low-quality education, I came to study in the UK.

This was my first year in the UK. It gave me some basic knowledge

Business and Management

International Foundation year at Durham University

Stockton-on-Tees, England

September 2018 - June 2019

about businesses and significantly improved my English skills. At the end of the year, I had excellent marks (average 81% and 84% in English).

Business and Management

Durham university Durham

September 2019 - June 2022

I am a first year Business and Management student. My first year modules are:

- Marketing principles
- Financial Information for managers
- New venture creation
- The changing world of Business
- People, Management and organisation
- Introduction to Business research

EXTRACURRICULAR ACTIVITIES

- I was a captain of school team in Ukrainian national competition (Kozak Kvest). In 2016, 2017 competitions our team took 2nd place (around 30 teams at the final stage).

- Player of Collingwood Table Tennis team (September 2019).

- Player of a school football team (goalkeeper).

SKILLS

- Ability to learn fast
- Customer assistance skill
- Analytical skills (SEO, financial analysis)
- Hardworking
- Teambuilding skills
- Market research skill

LANGUAGES

English

Fluent

Russian

Fluent

Ukrainian

Fluent

German

Can understand, but can't speak