## SERGE DEMICHEV

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**OBJECTIVE**

A position where my extensive experience can contribute to your customers' satisfaction and your company's success.

**Skills:**

* Fluent in Russian
* Advanced computer user
* Complete knowledge of Microsoft Office and various other software
* Work great in a team environment as well as individual contributor
* Very quick learner of new procedures and requirements
* Able to communicate well with diverse group of people

**Experience:**

**Russian Baths of Brooklyn Brooklyn, NY**  August 2014 - April 2015

**Waiter / Managers Assistant**

Provided very Professional, courteous, and efficient service to guests. Greeted guests built rapport and followed established procedures. Settled and took payments from guests. Trained other wait staff.

**MT Techno Moscow, Russia** May 2008 - February 2014

**Senior Sales Representative**

Was involved in all aspects of sale from networking, cold calling, using references found clients. Presentation, objection handling and closing the sale. Sold full line of communication, fire prevention, and security systems.

**M System Moscow, Russia** February 2006 - May 2008

**Sales Representative**

Sale of full line of photography / video equipment, computers, and other electronic equipment. Cultivated relationships by traveling to meet with customers cold calling and presenting closing sales in outside sales environment.

### Certifications & Education:

**Bachelors Degree, Programing Engineer**, 2004

Moscow University of Technology and Communication

**John Vanekin Sales Training Certification**, 2004

12 week course in Sales

**References:**

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| **Available Upon Request** |  |  |