

CURRICULUM VITAE



PERSONAL DATA

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E- mail: srle1979@gmail.com
Date of birth: 04.08.1979.
Military service: regulated
Drivers licence: B category
Marital status: married, two children

PROFESSIONAL EXPERIENCE

IV 2014 – Uniqa Insurance

Regional sales manager for South Serbia

- recruitment, selection, education and supervision of sales force of 21 salesman in South Serbia (Leskovac, Vranje, Pirot, Prokuplje) in Life and Non Life Insurance
- Increase of sales 2015/2014 was 51%
- Transferred sales planes in 2014. I 2015.

X 2013 – IV 2014 Basler Insurance (Uniqa Insurance buy Basler Insurance in IV 2014)

Team Leader, Branch Nis

- recruitment, selection, education and supervision of sales force and group managers in Niš in Life and Non Life Insurance
- increased of total sales for last quarter of 2013. compared with last quarter of 2012. is 104%
- increased of personal sales for same period is 24%

2009 - X 2013 Delta Generali Insurance

June 2011 - X 2013

- Responsible for sales channels in Prokuplje and Pirot
- Public procurement SV i GV on the territory of RC Niš
- Negotiations and servis of key-account clients, RC Niš territory
- Negotiations and service of budget clients, RC Niš territory
- Assisting asignements of the Head of RC Niš

April 2009 - June 2011 – Non-life sales force manager, RC Niš

- recruitment, selection, education and supervision of sales force and group managers in Niš, Pirot, Leskovac, Vranje, Kruševac, Prokuplje.
- development of 55 salesmen network (out of prior network of 15 employees)
- average production of 125.000 RSD in 2009. increased up to 210.000 RSD in 2012.

January 2010 – June 2011 – Development and implementation of non-life sales force in Montenegro

- Selection, supervision, implementation, recruitment and development of composite sales force in Montenegro.

June 2011 – June 2012 – Supervision of sales force managers in RC Niš and RC Kragujevac

- Selection of candidates, supervision, training for independent management of sales force groups starting June 2012

2007 - 2009 doo SAJS, Niš

Position: director - manager

- Management of two retail shops “Decibel”, franchise
- Coordination, control, administration and constant improvement of work process,
- Follow up of the employees result,
- Coordination of procurment process, shipment, sale and payment of goods, quality control and complete paperwork in retail shops.

2005 – 2006 DOO Nives, Niš

Position: sales representative,

- Organization of suppliers network waste materials, negotiations with companies in Serbia and Macedonia. Communication with domestic and foreign funds.

2003 – 2004 DDOR Novi Sad, Niš

Position: insurance sales agent

- life i non-life insurance policy vendor.

REWARDS - ACCOMPLISHMENTS

- 2012 – 90% bonus for extraordinary results in previous year, DGO
- 2013 – 90% bonus for extraordinary results in previous year, DGO
- In 2010 my project in non-life was recognized as an example of excellent practice in competence centre PPF Holding Group and was recommended to be implemented in all east European countries.

EDUCATION AND TRAININGS

- 2004 – 2009 Business college Singidunum, profile: Insurance.
Graduated in Economics – Insurance manager. Average study grade 8,53. Final exam grade 10.
- 2006 - 2007 Communication skills society Profis Nis
 - NLP Practitioner
- 2012 – 2013 NLP Institut, Belgrad
 - NLP Master
- 2010 – 2012 Delta Generali Academy – 29 trainings: 15 soft skill and 14 hard skill trainings.
- 2013 AMBA Executive MBA modul: „Leadship“ by Gavin Walbrige; COTRUGLI Bussiness School

ADDITIONAL ACHIVEMENTS

- from February 2002 till May 2006 development of AMWAY distribution network consisting of 200 salesmen.
- professional handball player for 15 years, Železničar (Niš), VAO (Thessaloniki), ORK (Niš).
- JCI Niš chairman 2011 (www.jci.cc). Bord member JCI Serbia in 2012
- Member of Rotary club Niš-centre since September 2011

LANGUAGES

- English, upper intermediate
- Greek, intermediate
- German, beginners

COMPUTER SKILLS

- MS Word, Excel, Power Point, Access.

PERSONAL FEATURES

- Responsible, persistent, flexible, goal-oriented, highly motivated no matter the pressure and working conditions, team player with extraordinary negotiating skills, ready for further development.