

Vishnyakov Vasily

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Desired position VFX Producer, Postproduction producer

Education

2018 – Courses: 1+1 TV ACADEMY, TV Producer

2015 - Courses: IT LABS. Software Testing.

2006 – 2008, The Interregional Academy of Personnel Management

Qualification: master

Specialty: "International economy and human resource management"

2002 – 2006, National pedagogical university named by M.P. Dragomanov

Qualification: bachelor of mathematics, teacher of mathematics

Specialty: "Mathematics and informatics".

LANGUAGES: English, intermediate

TECHNICAL & COMPUTER SKILLS:

- Adobe aftereffects (motion design and VFX)
- Photoshop
- Adobe Illustrator
- Davinci Resolve and Fusion
- Blender
- Premiere Pro

WORK EXPERIENCE

June 2018 – till now freelance VFX Producer and motion 2d,3d designer

April 2014 – June 2018 **WebPros4All** (website development)

CEO, Chief Business Development Director

Work Responsibilities:

- Business organization from scratch
- Sales management
- HR management

July 2013 y. – April 2014, ABBYY Software House (<http://www.abbyy.ua>) - IT company
Business Development Manager SDK

Work Results:

- Organized 13 meetings in Turkey with Heads of IT companies about ABBYY cooperation about SDK products.
- Signed a few agreements with IT companies and with one insurance company in Ukraine
- Analyzed the Ukrainian markets in IT, Hotels and Insurance spheres

- The total amount of the projects is approximately around 150 thousands euro

**November 2012 – April 2013, BTL-PRO-(www.btl-pro.com.ua) - event company
New Business Manager**

Work Results:

- *Introduced the CRM system - "Galopper"*
- *Tested the Galopper CRM and changed usability*
- Signed agreements with the "AVK" and EKO Market, attracted projects (TMM, ERC - total of budget around 3 million UAH)
- Found and educate 4 sales managers
- Increased the number of visitors of a page on the Facebook from 80 to 150 people
- Developed universal brief for customers
- Developed a sales department workbook and training manual for new employees
- Was involved in developments of all projects and in formation of projects budgets
- Was involved in finding contractors for projects

November 2011 – May 2012, Groupon Ukraine (www.groupon.com.ua)

Project manager

Work Results:

- *Created an internet shops on CMS Joomla (one page sites)*
- *Tested websites (usability and functionality tests)*
- Optimized work of Call-center: reduced time of communication with a customer from 10 to 3 minutes and improved quality of communication; educated personal to work with Google Forms and the Excel report files
- Organized reporting and a schedule of couriers work
- Organized work with "Nowa Poshta" company
- Organized a warehouse and accounting, by means of the Google documents
- Recruited the personnel (chief of a warehouse, logistics manager, new couriers)

December 2010 – November 2011, TM "Happy Pappy" (www.pappy.com.ua)

Project manager

Work Results:

- *Organized the process of developing web-site (waterfall software methodological)*
- *Tested web-site (usability, functional and GUI)*
- *Introduced the system 1C: 8.0 for accounting and sales department and tested it*
- Developed a concept and business plan of the project
- Analyzed the competitive environment and made the budget of the project
- Developed promotion and marketing strategy.
- Made the first 8 products for sale
- Signed more than 40 contracts with service providers, received advantageous terms
- Organized development of printing production
- Organized work of a warehouse
- Presented the company on exhibition of advertising, marketing, and a mass media "REX-2011" from the Event Association of Ukraine
- Organized participation on the Business forum "Innovative marketing communication 2011" as sponsor
- Wrote an article «Emotion as a gift» for the journal "PROMaison" No. 10, August 2011

April 2010 – December 2010, TM "Radost" (www.radost.ua)

Project manager

Work Results:

- *Tested web-site (usability and functional)*
- Organized accounting and inventory control, created a company's balance sheet for the entire period of a project
- Organized a system of work with networks shops and logistic companies
- Created the new products ("Radost Leto" and "Radost Leto Gold")
- Debugged the system analysis of competing companies
- Reduced a company's costs, optimized cash flows and logistics
- Recruited new telephone sales managers and trained them for negotiations with customers
- Converted all reporting system into Google documents format for remote project management
- Developed corporate sales of the product (the greatest deal is 250 gifts for the Everest company)
- Made deals with new network stores: "Media-Centre", «Multi», "Shtuchka" and a sales place in TRTS "Blokbuster"
- Organized a work of the warehouse
- Was making emergency decisions in management

2009 – 2010, "B2B exchange" (www.b2bx.com.ua), product exchange

Sales manager and project manager

Work Results:

- Signed about 10 deals for more than 7 million UAH
- Signed agreements on cooperation with more than 30 companies
- Trained brokers to work with customers and conclusion of deals
- Was leading a base from 250 customers
- Created "Sales book" for internal training of managers and new employees
- Conducted training for one of the customers on a topic of "SPIN-sale"

August 2008 – November 2008, "INDUSTRIAL POWER" recruiting company

Business Development Manager

Responsibilities:

- Long-term development planning and optimization of a company's costs
- Recruitment companies service market analysis
- Executive search and headhunting
- Planning the schedules of consultants
- Search of new customers
- Business negotiations with customers
- Coordination and conclusion of long-term contracts
- Organization of exhibitions ("Job fair" 2006, 2007)
- Organization of placement of advertising (web-sites, the press)
- Writing of professional articles ("Seven principles of a strategic partner" "Employment" newspaper <http://blog.liga.net/user/vishnyakov/article/2065.aspx>), «How to work with recruiting company: how one should avoid errors » the magazine is «Clerk» of No. 10 in 2008)

April 2007 is April 2008, "WORLD STAFF" recruiting company

Business Development Manager

November 2006 – March 2007, "WORLD STAFF" recruiting company

Recruiter

2003 – 2005, "Youth center of students and postgraduates of the National pedagogical university named by M.P. Dragomanov"

Manager

EXPERIENCE AS A COACH

Topics of trainings:

- «Leadership and teamwork» - 2003 year
- «the Aspects of leadership» - 2004 year
- «SPIN-sales» - 2009 year
- «the Taxes for beginners» - 2005 year
- «Identity of the leader» - 2005 year
- «Teambuilding» - 2003 year

Further information:

I am owner and teacher in social dance school "Chilli Dance Studio", and I like to hold business games and trainings, to paint and to versify, also I like alpine skiing