



KRSTE LAZAREVSKI, 27

DEDICATED, DYNAMIC, DECISIVE

Skopje, Macedonia



WORK EXPERIENCE

Lycamobile, Macedonia

SALES TEAM LEADER

Dec 2016 - Present

- Create an inspiring team environment with an open communication culture
 - Set clear team goals.
 - Allocating tasks to staff
 - Oversee day-to-day operation
- Ensuring the performance of the staff is of a high standard
 - Motivate team members
- Listen to team members' feedback and resolve any issues or conflicts
 - Maintain healthy group dynamics
 - Encourage creativity and risk-taking
 - Reporting to management

Lycamobile, Macedonia

SALES AND MARKETING EXECUTIVE

Jul 2016 - Dec 2016

- Customer acquisition
- Co-ordination with sales, marketing departments in HQ London
 - Events planning, organization and execution
- Preparing & executing marketing plans for: TV, Print media, Radio, Events
 - Field visiting & organizing customer feedback surveys.
- Work with distribution teams to report stock level and best sellers

Betmiks

MANAGER

Jan 2010 - Mar 2015

- Official Representative of the brand SCHWING Stteter
- Selling Construction Machinery, concrete pumps and mixers

City of Skopje

GEODETC ENGINEER

Jan 2010 - Mar 2015

- Development of electronic and geospatial registry of streets, squares, bridges and other facilities and numbering of buildings intended for people who live and work in the area of the City of Skopje.

Alfa Geodet

GEODETC ENGINEER

Apr 2011 - Aug 2012

- Renewal boundaries, parcel Identification, surveying works in construction



FACULTY OF CIVIL ENGINEERING
Land Management and
Geodesy



8+ Years of working
experience



Mass data collection
and processing

CREATIVE & SOCIAL SKILLS

COMMUNICATION



LEADERSHIP



SOCIAL



PUNCTUALITY



CRITICAL THINKING



TECH SKILLS

BENCHMARKING



ENGINEERING



OPERATIONS



TASK MANAGEMENT



SCHEDULING



LANGUAGES

ENGLISH

Proficient User

MACEDONIAN

Native Speaker

HOBBIES

MOUNTAIN CLIMBING, FOOTBALL, PLAYING GUITAR



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Skopje, Macedonia



WORK EXPERIENCE

Land Management Faculty

INTERN

Nov 2013

Construction of academic structures in South-East Europe at TFH Georg Agricola University of Applied Sciences



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Land Management and Geodesy



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Mass data collection and processing

FORMAL EDUCATION

Faculty of Civil Engineering

GRADUATE SCHOOL

Oct 2012 - Nov 2014

Master Studies: Land Management

Faculty of Civil Engineering

UNDERGRADUATE SCHOOL

Sep 2009 - Jun 2012

Undergraduate Studies: Geodesy

CREATIVE & SOCIAL SKILLS

COMMUNICATION



LEADERSHIP



SOCIAL



PUNCTUALITY



CRITICAL THINKING



VOCATIONAL EDUCATION

ICT Project and knowledge management

Jan 2018 - Mar 2018

NewMan's Business Accelerator

Mass data collection and processing

Workshop in Novi Sad, Serbia

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