



MIHAIL NASTESKI, 24

COMPETITIVE, FOCUSED, TEAM PLAYER

Skopje, Macedonia



WORK EXPERIENCE

Jeunesse Global, Europe DIRECT SALES LEADER IN THE BALKAN REGION

NOV 2016 - DEC 2017

Jeunesse Global is a company that does direct selling marketing within the Anti-Aging industry. The company is established in 2009 and very soon it became leader in its division with billion dollar revenue starting from 2017. They do business in more than 150 countries, and won more than 120 prestigious awards.

- Reached sales of over \$50.000 on monthly level
- Responsible for sales, marketing and recruiting
- Started doing business in 3 new countries (Albania, Kosovo and Montenegro)
 - Leading a team of 50 trained individuals
- Evaluating the opportunities and benefits of opening new markets
 - Delivering weekly trainings for the team
- Follow up on every new recruited person by myself and my team

Aqua Trade, Macedonia ACCOUNT MANAGER

FEB 2016 - OCT 2016

Aqua Trade is a local company that deals with medical equipment. I was involved in sales of professional cleaning equipment, detergents and disinfectants for mass cleaning of different types of surfaces and occasions. Target group of the company were hospitals, hotels, restaurants and private clinics.

My engagement involved:

- Direct contact with clients
- Implementing new cleaning solutions
 - Training of employees
- Maintaining cost effectiveness of our products versus our competitors products
 - Public bidding for medical equipment worth \$100.000 - \$150.000

NP Consulting ACCOUNTING AND AUDITING INTERN

SEP 2015 - MAR 2016

Since it was an auditing firm I was being familiarized with the way an authorized auditor does a step by step audit of a company that requires it, and the way an auditor analyses books with great accent on the data that is important and needs to be monitored

The Creek, NYC, USA COST MANAGEMENT & SHRINKAGE

JUN 2015 - SEP 2015

- Cost Management and Shrinkage on F&B, golf and tennis equipment
- Advisement for new vendors with better quality, lower price and longer durability
 - Daily orders
- Organizing deliveries of expensive goods
 - Interaction with the club's members

NLB Bank INTERN AT THE DEPARTMENT OF TRADING AND SECURITIES

JUN 2014- AUG 2014

- Learning the ways the Macedonian stock markets works
- Getting familiar with the trading platform the traders at the bank use



BSc. in CORPORATE FINANCE
AND TAXATION
Studied in USA and Macedonia



KNOWLEDGE & INTEREST
Market Development,
Finance & Cost Management



1 time at USA "Work & Travel"

Direct sales leader in SEE at
Jeunesse Global

BUSINESS & SOCIAL SKILLS

COMPANY PRESENTATION	★★★★★
NETWORKING	★★★★★
ADAPTIVE	★★★★★
ACTIVE LISTENING	★★★★★
BODY LANGUAGE	★★★★★

TECH SKILLS

MICROSOFT EXCEL	★★★★★
MICROSOFT ACCESS	★★★★
POWER POINT	★★★★★
MICROSOFT PROJECT	★★★★
INFORMATION RESEARCH	★★★★★

LANGUAGES

ENGLISH	Proficient User
MACEDONIAN	Native Speaker

HOBBIES

TENNIS, MIXOLOGY, CARS, PSYCHOLOGY



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FORMAL EDUCATION

East Tennessee State University, USA
UNDERGRADUATE STUDIES
2012 - 2013

Field of studies: Corporate Finance

European University of Republic of Macedonia
UNDERGRADUATE STUDIES
2013 - 2017

Field of studies: Finance and Taxation

High School, Oklahoma
HIGH SCHOOL
State Number 2 Tennis Player



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VOCATIONAL EDUCATION

Seminar for Organizational and Leadership skills
2016

Acquiring the skill of being able to assess an individual and define their leadership style in order to utilize on their leadership potential, taken into consideration their situation and circumstances.
With that, leading that person in direction of executing their goals.

Course in Microsoft Excel
SEMOS EDUCATION
JUN 2014- AUG 2014

Training: Working Capital Management, Funding Strategies
and Liquidity Management Techniques
INSTITUTE FOR BUSINESS CORPORATE EDUCATION - CAMBURIS & BARBA
MAY 2018

BUSINESS & SOCIAL SKILLS

COMPANY PRESENTATION	★★★★★
NETWORKING	★★★★★
ADAPTIVE	★★★★★
ACTIVE LISTENING	★★★★★
BODY LANGUAGE	★★★★★

TECH SKILLS

MICROSOFT EXCEL	★★★★★
MICROSOFT ACCESS	★★★★
POWER POINT	★★★★★
MICROSOFT PROJECT	★★★★
INFORMATION RESEARCH	★★★★★

PROJECTS

Humanitarian Project: Roma Relief
FUND RAISING & VOLUNTEERING
2016

- Raising capital for an entire village of poor individuals
- Helping out with piping, roofing, isolation, water, food

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