

Tamta Ichkitidze

Procurement / import-export / category manager with 10 years of experience in developing and implementing long term purchasing & sales strategies, product & brand development strategies in DIY chains, retail, corporate sales, distribution channel, with experience in team managing.

Personal info:

Contact Information:

+995 574 025 301

tamtaichkitidze@yahoo.com

Date of birth: 16/09/1990

Skills:

Computer skills: Microsoft office, Outlook, 1C program, click.

Leadership

Decision making skills

Problem solving

Team work

Analytical skills

Communication skills

Management skills



Experience

Head of Black Technic business development department

ALTA

2019 / 07 – Present

- Setting targets for new business development for the business development managers
- Devising strategies for driving sales growth across the business
- Participating in new business contract negotiations (with vendors, with corporate customers)
- Evaluating new opportunities to ensure resources focus on the best opportunities.
- Monitoring competitors
- Working with the marketing team to device marketing tools to support in product/brand awareness increase.
- Setting tough but achievable revenue targets for the business development managers.

Category manager

BMC GORGIA

2016 / 08 - 2019 / 07

- Developing long term development strategies for product categories
- Market research and analyzing data to determine customer trend needs and wants.
- Analyzing and developing exit strategy for unsuccessful products
- Setting tough but achievable revenue targets for the business development managers.
- Constant trust relationship with suppliers to achieve better pricing, collaboration conditions and quality of services.

Tamta Ichkitidze

Languages

Georgian Native



English Advanced



Russian Intermediate



Turkish Beginner



- Managing purchase staff, brand managers and promo staff in my categories.
- Implementing monthly promotional strategies to achieve sales goals
- Attending industry events, trade show, exhibitions to stay updated on industry trends and market competition.

Procurement and logistic manager

LA GRANDE DIMORA LTD

2014 / 05 – 2016 / 07

- Negotiation with current and potential suppliers
- Coordinating and controlling the order cycle
- Organizing logistic procedures between the point of origin (factories) and the point of consumption
- Maintaining purchase activity records in 1C program

Procurement Manager

Maxhome Trade company LTD

2013 / 07 – 2014 / 03

- Market research and analyze
- Seeking reliable suppliers to provide quality goods at reasonable prices
- Determining quantity and timing of deliveries
- Maintaining purchase activity reports and records

Procurement and logistic manager

Hafele Caucasus LTD

2009 / 05 – 2013 / 06

- Negotiation with suppliers
- Market research and analyze
- Forecasting upcoming demand
- Preparing orders and checking shipments



Education

2007/09 – 2011/05 International Black Sea University

Bachelor degree in business administration management specialist

2016/09 – 2017/05 ACCA F1/F2/F3

2013/09 – 2013/10 1C Program training Astor

2018/02 – Present Yunus Emre Institute (Turkish language course)

2020/03 Coursera certificate – cost and economics in pricing strategy – authorized by University of Virginia and BCG

2020/04 Coursera certificate – Customer value in pricing strategy