

GJORGJI PROJKOSKI

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PERSONALSTATEMENT

- MSc in Statistical methods for business and economy.
- Logistics and supply chain management experience.
- Sales experience and proven track record of exceeding sales targets.
- Interpersonal skills and possession of verbal intelligence.
- Hard-working individual who is not afraid of challenges.
- Comfortable in dynamic and hectic work environment.

KEY COMPETENCIES

- **Teamwork**: Ability gained by working in different research teams in school, and by participating in projects for change management, capacity planning, production line transfers and NPIs (New Product Introductions) during my work experience.
- **Presenting**: Employing logical order and structure. Being clear and concise. Encouraging questions. I have participated in trainings for logistics, lean principles, KANBAN, and shared the knowledge to the employees.
- **Continuous and effective implementation of activities and initiatives**: Active participation in the training of new employees. Team member for projects for implementation of traceability methods and tools in production.

  In the sales and marketing campaigns I was involved in business visits in Germany, The Netherlands, Poland, Serbia and Kosovo.
- **Data Analytics**: Calculation and analysis of Operational and Financial KPI's. Interpretation of market data variables and analyzing Statistical significance of variables, seasonality analysis, interpretation of results and suggesting business decisions.
- **Prediction of risks and preventing from problems**: I was involved in the ISO 9001 process and responsible for the corrective and preventive measures by leading activities for quality improvements and proactively preventing problems before they actually happen.

WORK EXPERIENCE

Production and Disposition Planner;
Kostal Group, Macedonia;
Business or sector: Automotive

November 2016 - Present

- Direct inbound and outbound logistics operations, such as transportation, warehouse activities, safety performance and logistics quality management.
- Developing production schedule with tasks that should be completed to meet the predicted target.
- Maintaining the MRP system planning data and working close with the buyer to ensure that the material is scheduled to meet the Master Production Schedule.
- Liaising with customers, suppliers, HR department, maintenance department to ensure that all workers, materials, and equipment will be available when required.
- Following the LEAN manufacturing and Just in Time production principles.

Sales Manager; Zeleznik AD, Macedonia;
Business or sector: Metallurgy

August 2012 – November 2016

- Providing top service for high customer satisfaction.
- Ensuring that the customer orders are processed timely.
- Identifying new business opportunities to enhance sales.
- Develop and drive export sales activity by considering the sales offer and evaluating potential in international markets.
- Develop strong relationships with supply chain to explore existing supplier and distributor base and possible commercial sales relationships.

Finance Intern; Societe Generale – Ohridska Banka,
Macedonia
Business or sector: Banking

June 2011 – August 2011

- Testing the financial reports made for the Macedonian Central bank.
- Preparing stress tests for the interest rate sensitivity and liquidity stress tests.
- Review of some of the risk assessment processes in the bank.

EDUCATION

MSc in "Statistical Methods for business and economy"
2012 - 2016
Name of University: Ss. Cyril and Methodius University - Skopje

BSc in "Financial Management"
2008 - 2012
Name of University: Ss. Cyril and Methodius University - Skopje

High School diploma - Gymnasium
Years Studied: 2004 - 2008
Name of School: St. Clement of Ohrid High School

TECHINICAL SKILLS

- Microsoft Word, Microsoft Outlook Microsoft PowerPoint
- Microsoft Excel, comfortable in working with pivot tables, complex formulas (vlookup, hlookup), micros
- SAP, BW
- Stata
- Minitab
- Driving License (B)

LANGUAGES

English (fluent),
German (intermediate),
Croatian (advanced),
Bulgarian (advanced),
Serbian (advanced),
Macedonian (native).

INTERESTS

- Participation in courses organized by the Macedonian Stock Exchange.
- Cross country cycling.
- Participating on humanitarian events.
- Recreational mountain climbing.

REFERENCES

References available upon request.