

Curriculum Vitae



PERSONAL INFORMATION

First name(s) / Surname(s) **Zlatko Burevski**
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 Date of birth 04 March 1982

WORK EXPERIENCE

Name and address of employer	Mlekara Bitola (Bimilk), Macedonia FMCG company
Dates	01 September 2015 → 01 September 2017
Occupation or position held	Sales Process Manager
Main activities and responsibilities	Managing Sales processes, business administration and analytics and implementing Sales excellence program
Name and address of employer	Mlekara Bitola (Bimilk), Macedonia FMCG company transportation company
Dates	01 September 2016 → 01 September 2017
Occupation or position held	Sales Process Manager
Main activities and responsibilities	Managing Sales processes, transport and logistics and implementing Sales excellence program
Name and address of employer	Mlekara Bitola (Bimilk), Macedonia FMCG company consulting company
Dates	01 September 2015 → 01 September 2017
Occupation or position held	Sales Process Manager
Main activities and responsibilities	Managing Sales processes, business organization building (analytics and implementing Sales excellence program) Setting of sales organization and sales processes - Creating and implementing Route-to-Market
Name and address of employer	Mlekara Bitola (Bimilk), Macedonia FMCG company
Dates	01 September 2016 → 01 September 2018
Occupation or position held	Sales Process Manager
Main activities and responsibilities	Managing Sales processes, business administration (National & Export Sales Excellence) program
Name and address of employer	Mlekara Bitola (Bimilk), Macedonia FMCG company
Dates	01 September 2016 → 01 September 2017
Occupation or position held	Sales Process Manager
Main activities and responsibilities	Managing Sales processes, business administration and analytics and implementing Sales excellence program
Dates	01 January 2014 → 31 August 2016
Occupation or position held	National & Export Sales Manager
Main activities and responsibilities	Managing the national sales and export (Deputy Sales Manager)
Dates	01 June 2009 → 31 December 2013

Occupation or position held	National Sales Manager
Main activities and responsibilities	Managing the national sales (KA, Distributors and field sales)
Dates	01 April 2008 – 31 May 2009
Occupation or position held	Area Sales Manager
Main activities and responsibilities	Managing the indirect sales (Distributors)
Dates	01 October 2007 - 31 March 2008
Occupation or position held	Area Sales Supervisor
Main activities and responsibilities	Managing the sales in west Macedonia
Dates	01 October 2006 - 30 September 2007
Occupation or position held	Purchasing Executive
Main activities and responsibilities	Purchasing raw materials and spare parts
Name and address of employer	Economic Chamber of Macedonia
Dates	01 June 2005 - 30 September 2006
Occupation or position held	Company Junior Adviser
Main activities and responsibilities	Advising companies for exporting
Name and address of employer	Economic Chamber of Macedonia Skopje
Name and address of employer	Vialle BV, Eindhoven-Netherlands Production of LPG systems
Dates	01 January 2005 - 30 April 2005
Occupation or position held	Export Executive
Main activities and responsibilities	Managing the export for Balkan countries
FORMAL EDUCATION	
Dates	01 September 2003 - 31 December 2004
Name and type of organisation providing education and training	Fontys, University for professional education Eindhoven (Netherlands)
Title of qualification awarded	Bachelor of Business Administration
Dates	01 October 2000 - 30 June 2003
Name and type of organisation providing education and training	Faculty of Economics Skopje (Macedonia)
PROFFESIONAL EDUCATION	
Dates	May 2012
Name of organisation providing training	OGL Europe, Warsaw Poland
Title	KA Management Course
Dates	June 2005 – June 2006
Name of organisation providing training	London School of Public Relations, Skopje, Macedonia
Title	An Integrated Approach to Public Relations
ACHIEVEMENTS	

- ✓ Creating process map and architecture of internal LUCA ERP system in the Sales, Warehouse and Distribution
- ✓ Building the Sales Force Team, which create the sales network in order to increase the numerical distribution and solve Out-of-Stock; Design of the complete Route-to-Market
- ✓ Creating the KBI Model for Sales and Distribution
- ✓ Creating models for setting and controlling Discount line and sales process costs
- ✓ Trade spent analysis and Trade promo analysis
- ✓ Price and Commercial Performance management
- ✓ Cost savings in the supply chain
- ✓ Setting commercial policy and negotiation platforms with customers
- ✓ Creating Target Bonus System for sales force
- ✓ Implementing Sales Excellence Program

PERSONAL SKILLS AND COMPETENCES

Mother tongue(s)

Other language(s)

Self-assessment

European level (*)

English

Serbian

Dutch

Macedonian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
C1	Proficient user	C1	Proficient user	B1	Independent user	B1	Independent user	B1	Independent user
A2	Basic User	B1	Independent user	A2	Basic User	A2	Basic User	A2	Basic User

Social skills and competences

Team spirit, Adaptable to multicultural environment, Communication skills

Organisational skills and competences

Corporate Finance, Sales Finance and Accounting, Leadership, Project management

Computer skills and competences

Excellence in MS Office

Other skills and competences

Trekking, Tennis and Table tennis

Driving licence(s)

C, B