



Personal information

First name(s) / Surname(s) **Serhii Vasylenko**
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Nationality Ukrainian
Gender Male

Current employment / Occupational field

Key Account Manager, LLC "Bayer"

Work experience

Dates	September 2018 – Present
Occupation or position held	Key Account Manager (Sumy and Kharkiv Regions)
Main activities and responsibilities	Managed relationships with 24 branches of 12 agro-holdings. Created product demand among agro-holdings, provided agronomic consultations to branch managers and chief agronomists. Established long-term partnerships with branch managers. Regional Representative (Sumy Oblast, 2018-2020)/Responsible for farms in Sumy Oblast, including agro-holding branches, distributor branches, and sub-dealers. Ensured sales plan achievement, updated client databases, conducted analysis, and inputted sales-related data into CRM system.
Name and address of employer	LLC "BAYER", 4B Verhniy Val, Kyiv, 04070, Ukraine
Type of business or sector	"Bayer" is an international company working in the fields of health care and agriculture
Dates	September 2016 – September 2018
Occupation or position held	Regional Manager.
Main activities and responsibilities	Oversaw farms, agro-holdings, distributors, and sub-distributors across Sumy region. Achieved sales targets (successfully introduced a "new product" to the market). Managed new distributors, signed contracts, and monitored accounts receivable.
Name and address of employer	LLC "Alpha Smart Agro", 172 A, Antonovicha str, Kyiv, 04073, Ukraine
Type of business or sector	National company working in the agriculture.
Education	Sumy National Agrarian University
Dates	2020-2022
Title of qualification awarded	Master's degree in Management, specialization in Administrative Management
Principal subjects/occupational skills covered	Management

Name and type of organisation providing education	Level in national or international classification
Level in national or international classification	University
Dates	2006-2012
Title of qualification awarded	Master's Degree in Agronomy, specialization - Scientific Agronomist
Principal subjects/occupational skills covered	Agronomist
Name and type of organisation providing education and training	Sumy National Agrarian University
Level in national or international classification	University
Publications and Research Activities	<p>Regulation of mineral nutrition of agricultural crops in precision farming (https://www.phytomorphology.com/articles/regulation-of-mineral-nutrition-of-agricultural-crops-in-precision-farming.pdf)</p> <p>Mitigating the impact of intensive farming on the climate change (mitigating-the-impact-of-intensive-farming-on-the-climate-change.pdf)</p> <p>WINTER RAPE: MODERN HYBRIDS, GROWING TECHNOLOGIES AND PROTECTION METHODS (https://doi.org/10.32636/agroscience.2024-(3)-4-5)</p> <p>INFLUENCE OF SOWING TIMES AND SOWING RATE OF WINTER RAPE HYBRID SEEDS ON ITS ADAPTIVE PROPERTIES IN THE CONDITIONS OF THE CENTRAL FOREST-STEP (7.pdf)</p>
Personal skills and competences	A caring, supportive and enthusiastic person committed to the promotion of students in learning English as a foreign language. Responsible, flexible, reliable
Mother tongue(s)	Ukrainian
Other language(s)	English
English	B2 (Upper-Intermediate)
Social skills and competences	Team player, result-oriented, excellent communication skills
Organisational skills and competences	The ability to conduct lectures and trainings, sociability, flexibility, the ability to quickly adapt to the relevant situation
Computer skills and competences	Computer literate - proficient in using Word, Excel, PowerPoint, and other computer programmers