



Mihhail Prussakov

An accomplished expert in his domain.

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Summary

I am currently in search of a new position that would allow me to leverage my existing skills to the fullest extent while also providing opportunities for my continued professional growth

Work experience

Head of export department

TET ESTEL AS / Estonia

Nov 2021 - Present

Manufacturing / Production

Organize, manage, and ensure the efficient operation and growth of the sales department. Engage prospective customers through strategic sales department activities. Oversee the implementation and advancement of marketing strategies. Generate periodic reports, analyze sales outcomes, and provide recommendations for enhancing efficiency. Participate directly in sales procedures alongside the sales team, understanding potential customer preferences and proposing fitting solutions.

Country manager

W.A.G. PAYMENT SOLUTIONS EE OÜ / Estonia

www.eurowag.com

Sep 2018 - Feb 2020 (1 y. and 6 m)

Transportation / Logistics

Eurowag is the fastest-growing integrated mobility provider in Europe, dedicated to streamlining the operations of commercial road transport businesses. In my role, I directly collaborated with local clients, formulated pricing offers, crafted tax refund proposals for Europe, negotiated competitive fuel prices across the continent, and established contracts with prominent Estonian transport companies operating in the vast European market.

Head of export department

TET ESTEL AS / Estonia

www.tet-estel.eu

Jun 2016 - Jan 2018 (1 y. and 8 m)

Manufacturing / Production

Tallinn Electrical Engineering Factory «Estel» was founded in 1870. Company designs, manufactures and delivers power converter equipment and power semiconductor devices for many industries, focusing on complex technical solutions and unique "turnkey" equipment supplement. Our production line is one of the widest all over North Europe market.

In my role, I was engaged in various responsibilities including sales of the company profile and its products, exploring new markets, and contributing to the overall development of the company.

Project manager

Skinest Rail AS / Estonia

www.skinest.ee

Dec 2010 - Feb 2016 (5 y. and 3 m)

Mechanics / Engineering

INTEGRATED SOLUTIONS FOR RAILWAYS

The company provides competent railway transportation and railway construction services.

The companies of the group in Poland, Finland, Croatia, Estonia, Latvia, Lithuania, Ukraine, Georgia, Kazakhstan and Russia will offer you efficient and professional solutions for rolling stock and railway infrastructure. As the largest privately owned company in the area of railway business in the Baltic States, Skinest Rail is very much centred on the customer.

I was responsible for sales of railway components such as wagons and locomotive parts in

Western Europe, Russia, and Central Asia. I also played a pivotal role in expanding the company's presence into new markets and fostering partnerships with railway companies in our core markets.

Sales manager

Mere Service OU / Estonia

Jun 2008 - Nov 2010 (2 y. and 6 m)

Mechanics / Engineering

Deutz Motor parts sales for Baltic customers

Education

Tallinna Mehaanika Kool (Estonia, Vocational education)

Mechanik

2005 - 2007

Tallinna Pae Gümnaasium (Estonia, Secondary education)

1995 - 2007

TTU (Estonia, Higher education)

business management (Uncompleted) / Bachelor

2013 - ...

Language skills

| Language | Listening | Reading | Communication | Presentation | Writing |
|--|-----------|---------|---------------|--------------|---------|
| Russian (Language of communication) | | | | | |
| Russian | C2 (?) | C2 (?) | C2 (?) | C2 (?) | C2 (?) |
| Estonian | C2 (?) | C2 (?) | C1 (?) | B2 (?) | B2 (?) |
| English | C1 (?) | C1 (?) | B2 (?) | B2 (?) | B2 (?) |
| Ukrainian | C1 (?) | C1 (?) | B1 (?) | B1 (?) | B1 (?) |
| Polish | A2 (?) | A1 (?) | A1 (?) | A1 (?) | A1 (?) |

Levels: A1/A2 - Basic user; B1/B2 - Independent user; C1/C2 - Proficient user

Computer skills

Financial and accounting software

Advanced

Navision

Intermediate

HansaRaama

Office software

Advanced

MS Word, MS PowerPoint, MS Outlook, MS Excel, Adobe Acrobat, Jira

Intermediate

MS Works

Web Browser

Advanced

Internet Explorer, Google Chrome

Driving skills

Licence since

Acquired categories

2008

B

Desired position

Management

Commercial manager, Regional manager, Team leader, Project manager

Work type

Contract worker

Working time

Full-time

Locations

Other

Advanced training

Lean manufacturing

OAO RinFin / Russian Federation

2017 (2 months)

Lean manufacturing or lean production, often simply "lean", is a systematic method for waste minimization ("Muda") within a manufacturing system without sacrificing productivity. from the perspective of the client who y for.

Lean manufacturing makes obvious what adds value, by reducing everything else (which not adding value). This management philosophy is derived mostly from the Toyota Production System (TPS) and identified as "lean" only in the 1990s.

Microsoft Exel

Eterna Koolituskeskus / Estonia

2014 (1 months)

Best sales

Etraining / Estonia

2007 (3 days)

Certificates and licenses

IQ test

 [Download](#)

References

former colleague

Dmitri Zusev / AS Skinest Ehitus / Member of board / +372 564 4805 / d.zusev@skinest.ee

colleague

Maja Vesiada / Eurowag Payment solution OÜ / Assistant / +37256656633 /
vesiada@eurowag.com

client

Andrey Shehovtsov / LUGCENTROKUZ / Sales Director / +380676272277 /
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client

Denis Belov / Mep Trans / Company owner / +37256888648 / info@meptrans.ee

former employer

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Additional info

«What a man does for others, not what they do for him, gives him immortality...»

Daniel Webster