**Marina Perova**

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| 1. **Personal information**

Name  | Marina Perova |
| Date and place of birth | 18. of March 1986, Novosibirsk, Russia |
| Citizenship | Russian |
| Marital status | married |
| **2. Professional experience** |  |
| 01.2014-now06.2012-12.201310.2011 - 03.201203.2012 - 05.201205.2011 - 06.201108.2010 - 03.201107.2009 - 03.201012.2008 - 06.200901.2008 - 04.2008* 1. - 11.2007
 | *Biogrund GmbH (Pharma), Hünstetten, Germany* *- Sales,* Strategic Market planning, cooperation with agents, planning and attendance of fair trades, customs and logistic issues, management of projects, acquisition of customs and partners, customer service, Translations and interpreting (Russian /German /English), Starting business in Russia.*Med2Heal GmbH, Frankfurt am Main, Germany* *- Account Manager,* international sales, Strategic planning of a market, organizing of marketing campaigns, project management, working out of services´ portfolio, planning of fairy trades, acquisition of customs and partners, customer service, Translations and interpreting (Russian /German /English), working out of all-including tour (wellness and medical programs), PR etc.*- Traineeship*, acquisition of customs and partners, international sales, translations, planning and attendance of fair trades, PR etc. *Administration of Leninski quarter (municipality), Novosibirsk, Russia* – Traineeship at the health department, cooeration with local medical organizations, cooperation with governmental health instuitions, coordinating*Health department, Frankfurt am Main – student job for the project “Childern, environment, health“* *HoReCa Trade GmbH (Traveler’s Coffee), Novosibirsk, Russia**–**logistic manager,* cooperation with European and American partners, delivery management, cooperation with governmental structures, banks and customs brokers (remote control - Russia (Vladivostok, Moscow, Pskov, Azerbaijan), customs clearance, contract management, pricing and getting the quotations, payment management, certification, phyto control, deadlines *Automarket OOO, Novosibirsk, Russia – Import Manager***,** Work with partners from USA, China and Europe, communication with transport companies and customs brokers, contracts, payments control, certification and logistics *Bauerfeind AG, Zeulenroda-Triebes, Germany – Traineeship at the international sales department,* cooperation with European, Russian, Greek and other companies, working on advertising materials, communication with distributors, international sales, planning and organizing of trainings in international sales for foreign guests, planning of exhibitions *Ascent-travel GmbH, Novosibirsk, Russia* – traineeship at the touristic agency**,** customer service, product planning*Robert Bosch GmbH, Göttingen* – Traineeship at the department Planning of orders and deliveries, data management in SA MM, product planning  |
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| **3. Studies** |  |
| *10.2010 – 06.2013* *10.2011 – 06.2013**09.2009 – 12.2012* *09.2003 - 07.2009* | *Goethe University Frankfurt am Main* – Master Sociology (|Specializing economical sociology), Master thesis „Work-Life balance of female managers in Russia and Germany in logistics“ (note 1,8)*Cornelia Goethe Center for female studies and research of gender*, Frankfurt am Main – Basic module in the field Female studies (Gender Studies, certificate)*Siberian state university for telecommunication and informatics*, Novosibirsk, Russia – PhD Program: Sociology of management, Topic: “A comparative analysis of sociological aspects of effective knowledge management in a modern commercial companies" (note 1,0, missing oral exam).*State technical university* Novosibirsk, Russia – Diploma: cultural service and tourism, Diploma with excellence |
| **4. Additional qualifications** *08.2013-10.2013**27.02.2015**21.04.2015**01.2020-12.2021***Publications** | 1. Training center “Sphera”, Novosibirsk, Russia “Foreign trade“ – Incoterms 2010, foreign trade contracts, foreign trade goods description, international transport of the goods, international payments.
2. Chamber of commerce Training „Safe export to Russia“
3. Chamber of commerce Training „Incoterms in the daily routine“

Translator course at the Chamber of commerce Training in Germany 1. Some approaches to application of logistic technologies in services and tourism. (2008, Rus.)2. Tourists’ problems of adaptation. (2010, Rus.)3. Formation of human capital theory in Western Europe and USA. (2011, Ukr.)4. The ideas of knowledge in A. Salomon’s works. (2011, Rus.) 5. Comparison of business networks in Germany and Russia. (2012, Rus.)6. Analysis of one and two-sex models by T. Laquer (2012, Rus) |

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| **6. Conferences** 04.2008 | Taking part on the*scientific conference for students "Logistics in a tourism" in Novosibirsk, Russia* (2nd Place) |
| **7. Languages****8. Computer skills****9. Personal interests**HobbiesSports | Russian (Mother tongue)English (C1)German (C1)Spanish (A2)MS Office SmartcatReading, travelling, cooking, foreign languages, photography, dog breedingJogging, Fitness, Yoga |