



# ALIAKSEI VDOVIN

axilla333@gmail.com | 267-949-6760 | Philadelphia, PA 19152

## Summary

---

Reliable Manager demonstrating high level of ownership and initiative. Possessing exceptional work ethic and desire to go above and beyond to exceed company expectations. Offering knack for building productive working relationships. Successful in fast-paced, deadline-driven environments to manage goals and team development. History of thriving in team-oriented environments. Hardworking and motivated professional with several years of experience and record of success in industry. Solid history balancing team performance, customer service targets and business objectives. Dedicated to working closely with employees to maximize productivity and optimize procedures. Decisive leader with good planning and organizational skills.

## Skills

---

Bilingual (Russian) Operations Management Workforce Management Employee Performance Evaluation Marketing Expense Tracking, Customer Relationship Management (CRM), Lead Generation, Product Management, Time Management

## Experience

---

Midwood Doors & Millwork |  
New York, NY

**Sales Representative**  
01/2025 - 02/2026

- Generated new business through prospecting, referrals and consultations
- Consulted with homeowners and contractors to recommend door and window solutions based on budget, design, and energy efficiency needs
- Managed full sales cycle from initial contact to closing and post-sale follow-up
- Utilized CRM systems to track leads, sales activity, and customer interactions

Sherwin-Williams Paint | Philadelphia, PA  
**Manager**  
09/2023 - 09/2024

- Developed and implemented strategies to increase customer satisfaction and loyalty.
- Coached, mentored, and trained team members in order to improve their job performance.
- Established processes to ensure efficient workflow throughout the organization.
- Managed inventory levels to meet demand without overstocking, reducing waste.
- Developed annual goals for each department based on market trends and competitor analysis.
- Analyzed customer feedback data to develop action plans for improving services offered.

Sherwin-Williams Paints | Philadelphia, PA  
**Assistant Manager**  
09/2021 - 08/2023

- Monitored employee attendance records, timekeeping, and payroll information.
- Managed customer service inquiries and complaints in a timely manner.
- Communicated regularly with customers to gain insights into their needs.
- Created reports on sales trends, inventory levels, and financial data.

Sherwin-Williams Paint | Philadelphia, PA  
**Store Associate**  
08/2017 - 09/2021

- Assisted customers with product selection, pricing and availability.
- Provided cash register operations and handled customer payments.
- Organized store displays to ensure maximum visibility of products.

## Education and Training

---

George Washington High School | Philadelphia, PA  
**High School Diploma**  
06/2014