

## Cover Letter

13.11.2022

To whom it may concern

Dear Sir or Madam,

I am submitting this letter and resume for the purpose of reviewing me as the candidate for opened vacancies in the areas of **Sales&Marketing, Business Development** or Project Management.

My university background lies in **International Financial Relations**. I got my Master's degree of **Economics** in 2005 at Moscow's Financial University. After that I supplemented my educational portfolio with two more certificates: I've studied **Marketing** at Plekhanov University of Economics in 2012 and attended Linde Leadership College in Munich, Germany during 2019 where I learned **Leadership**, Conflict management, Change management and Collaboration.

From 2006 till 2018 I have been employed at **EuroChem Group** (the second largest fertilizers and chemicals producer in Europe). Here I have grown from Fertilizers Sales Manager into Head of Special Chemical Products Sales. Over these years I have received an extensive knowledge in the market intelligence across multiple commodities (ammonia, urea, TAN, AN, CAN); visited a lot of fertilizer conferences, chemical plants, mines and port terminals in the United States, Australia, Singapore, Malaysia, Colombia, Peru, Germany, France, Spain, Russia, Greece, Kazakhstan, Lithuania; governed a number of start-ups of new innovative products on the market (primarily fertilizers and chemicals for mining and infrastructure companies); reached an annual sales revenue up to 140 mln. USD.

In 2018 I took a greater role of Head of Specialty Gases Sales at **Linde plc** (with a bigger team and wider product range comparing to EuroChem). During these 4 years I and my team have doubled net sales of specialty gases, started and developed sales of helium and hydrogen from scratch, introduced a number of new pricing tools (like gas mixtures calculator, SPG costs configurator). Personally, I was awarded by Linde two times – for excellent sales results in 2019 and for the exceptional leadership in 2022 with the handover of company's stocks.

I have always been working in the multicultural environment at EuroChem as well as later - at Linde plc and therefore can fit to any international team. I am upbeat, convincing, adaptable, but also technically adept.

Presently, I am looking for the new challenges and new job position, in order to develop my career and my expertise further. My target is to relocate and I am sure that my fluent English and German will be highly beneficial to it.



Best regards,

Andrey Nazarov

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