

Ravil Galeev

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Right to work: Slovenian Permanent Residency, no visa/work permit required

PROFESSIONAL SUMMARY

Procurement and sourcing specialist managing supply chains from China: supplier vetting, price negotiation, logistics, and customs. For larger orders, I travel to China in person to visit factories and finalize terms directly. Several years of commercial experience across Slovenia and China. Slovenian permanent resident, immediately available with no sponsorship required.

EXPERIENCE

Independent Sourcing Agent

Khimatrasoni Sohtmoni Assosi, Dushanbe, Tajikistan

04.2026 – Present

- Sourced construction materials and interior finishing materials from Chinese suppliers for a Tajikistan based construction company; managed combined orders worth approximately USD 350,000 across 30+ SKUs
- Identified and vetted suppliers, negotiated pricing and terms directly with manufacturers
- Coordinated with logistics partners and communicated directly with customs brokers to manage delivery across borders
- Ran the full sourcing cycle independently, from supplier discovery through delivery

Independent Sourcing Agent

Salpi Inženiring, Ljubljana

10.2023

- Sourced solar powerplant PV components from Chinese suppliers for a Slovenian B2B electrical equipment trading company, with project scope up to USD 50,000
- Identified and vetted suppliers, negotiated pricing and terms directly with manufacturers
- Coordinated with logistics partners and communicated directly with customs brokers to manage delivery across borders
- Ran sourcing independently, in parallel with the company's own sales and marketing strategy work

Business Development Specialist

Tokkawa Seiko (Soultan Technology), Shanghai

04.2025 – 02.2026

- Worked directly with Tokkawa Seiko, a Chinese manufacturer of adhesive precision dispensing equipment, to develop its international sales presence under the Soultan Technology brand
- Built a client base of foreign manufacturers and machine integrators, primarily across Vietnam's manufacturing hubs
- Identified and qualified prospective clients through online channels, establishing direct relationships via personal communication
- Gained firsthand insider knowledge of a Chinese manufacturer's operations, export process, and B2B trade dynamics with Southeast Asian buyers, seeing the supply side of the equation

Marketing Specialist

Mirag Trade, Ljubljana

03.2024 – 06.2024

- Developed and executed a marketing strategy for a Slovenian ecommerce retailer of household electronic appliances
- Implemented campaign automation tools focused on resource efficiency and ROI

EARLIER EXPERIENCE

(Abandoned) Startup Cofounder, Backend Engineer, Big-Oak, Ljubljana (2024). Cofounded a small two person hardware startup building a flood detection device for remote areas (project abandoned).

Backend Engineer, EQUA, Ljubljana (2022–2024). Built and maintained a server side application processing Shopify API data to generate product customization logic, using Docker, Django, and Nginx.

REFERENCES

Tokkawa Seiko

Tim Zheng, 13918823241@163.com

Mirag Trade

Ivan Trev, info@mirag.si

Khimatrasoni Sohtmoni Assosi

Alexandra Sorokina, +998 50 230 5674

Salpi Inženiring

Dina Nagimova, +386 51 813 235

SKILLS

Supplier sourcing & vetting

Price & contract negotiation

Import/export documentation & customs coordination

Incoterms & international logistics

Vendor & client relationship management

Python programming, Excel, prompt engineering

Electrical installations

LANGUAGES

Slovenian: Native

Russian: Native

English: Fluent

Chinese: Beginner

EDUCATION

Electrical Installations

Kazan Energy College

Practical and theoretical training in electrical systems, safety standards, and energy technologies. Hands on installation and troubleshooting experience.

CERTIFICATIONS

Purchasing and Supplies Management

Alison — CPD Certified, August 2026

PERSONAL INTERESTS

Ice Hockey · Western

Calligraphy · Puzzles · Youth Culture