

Ravil Galeev

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

PROFESSIONAL SUMMARY

Procurement and sourcing specialist with hands-on experience managing end-to-end international supply chains from China — supplier identification and vetting, price negotiation, logistics coordination, and customs liaison — combined with several years of on-the-ground B2B commercial experience across Slovenia and China. Slovenian permanent resident, immediately available with no sponsorship required.

EXPERIENCE

Independent Sourcing Agent, *Khimatrasoni Sohtmoni Assosi (Construction Company)*, 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 cross-border delivery
- Ran the full sourcing cycle independently — supplier discovery through delivery — as a self-employed operator

Independent Sourcing Agent, *Salpi Inženiring*, Ljubljana

2024 – 2025

- 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 cross-border delivery
- Ran sourcing independently, in parallel with the company’s own sales/marketing strategy work

Business Development Specialist, *Tokkawa Seiko (Soultan Technology)*, Shanghai

2025

- 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 first-hand insider knowledge of a Chinese manufacturer’s operations, export process, and B2B trade dynamics with Southeast Asian buyers — the supply side of the equation

Marketing Specialist, *Mirag Trade*, Ljubljana

2024

- Developed and executed a marketing strategy for a Slovenian e-commerce retailer of household electronic appliances, implementing resource-efficient campaign automation tools focused on ROI and achieving target KPIs

EARLIER EXPERIENCE

Startup Co-Founder, Backend Engineer — Big-Oak, Ljubljana (2024): co-founded a two-person hardware startup building a flood-detection device for remote areas (project currently paused).

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

Tim Zheng

(Tokkawa Seiko)

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Ivan Trev

(Mirag Trade)

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Alexandra Sorokina

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Dina Nagimova

(Salpi Inženiring)

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SKILLS

Supplier sourcing & vetting
Price & contract negotiation
Import/export documentation & customs coordination
Incoterms & cross-border 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.

PERSONAL INTERESTS

Ice Hockey · Western Calligraphy · Puzzles · Youth Culture