

Curriculum Vitae

Name	Kaspars Kalniņš
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Education	
1996 - 2001	Transport and Telecommunication Institute (former Riga Aviation University) bachelor of electronics engineering
1991 - 1996	Riga Technical College Specialization: Production and Exploitation of Radio Electronic Equipment Qualification: Radio Electronics Engineer
1982 - 1991	Riga Secondary School No. 3
Additional Training	
Nordic Training International	training course "Sales Skills "ProSales"", 23.05-29.05.2015, Riga, certificate Nr. 2015-05/17923
Trumpf Werkzeugmaschinen GmbH + Co.Kg	Sales Staff Product and Marketing Training", Ditzingen, Germany, 12.11.-20.11.2007
Campus Apmācība	seminar „Customers attraction and deal conclusion”, certificate Nr.23, Riga, 16.08.2007
Oracle Finland	Infomentis training „Sales Strategy Workshop for Opportunity Management”, Helsinki, Finland 19.-20.04. 2006
Eiropersonāls	„Time planning and stress management”, certificate Nr. 30062155, Riga, 24.03.2006
AEG SVS	Exploitation of UPS Equipment, Identification and Analysis of Defects, AEG SVS Power Supply Systems, Belecke, Germany, 1999
Work Experience	
01/2009 – currently	technical documentation translator - freelancer
11/2015 – currently	Fittero SIA projects manager, sales manager <ul style="list-style-type: none">- projects manager, sales managersales of industrial and residential overhead garage doors, high speed doors, purchase and deliveries Additional information: www.fittero.lv
11/2014 – 11/2015	Ātrais Torņu Serviss SIA hire department manager <ul style="list-style-type: none">- sales of hire access towers and personnel lifts Additional information: www.ats.lv
06/2010 – 11/2014	Fittero SIA projects manager, sales manager <ul style="list-style-type: none">- sales of industrial and residential overhead garage doors, high speed doors, purchase and deliveries Additional information: www.fittero.lv
10/2009 – 01/2010	IMPEL Serviks Rīga SIA sales projects manager <ul style="list-style-type: none">- sales of facility management and daily cleaning services- attracting of new customers Additional information: www.serviks.lv
04/2009 – 10/2009	Baltic Project Group SIA sales projects manager, purchasing manager, stock manager <ul style="list-style-type: none">- purchase and sales of security, access and fire alarm systems Additional information: www.bpggroup.lv
07/2007 – 01/2009	Rolands Moisejs SIA metalworking equipment solutions sales & project manager <ul style="list-style-type: none">- TRUMPF, ADIRA, JAESPA etc. metal working equipment sales- TRUMPF, WILSON TOOL, UKB tooling sales in Latvia, Lithuania

	<ul style="list-style-type: none"> - contracts concluding - collaboration with suppliers Additional information: www.rolandsmoisejs.lv
12/2006 – 06/2007	Digital Mind AS Sales project manager <ul style="list-style-type: none"> - Livelink (Opent Text), Optimal Systems software solutions sales - ARIS (IDS Scheer) business process management IT solutions sales Additional information: www.digitalmind.lv
02/2006 – 09/2006	TietoEnator Alise SIA Key account manager <ul style="list-style-type: none"> - Oracle and IBM/Lotus software applications sales - Additional information: www.alise.lv
09/2003 - 01/2006	CHECKPOINT METO BALTIC SIA country manager, board member Additional information: http://www.neto-baltic.com/en/ The company was a part of the Baltic company group VAROS GROUP with 200 employees
05/2000 – 12/2001	LATVARICOM SIA Sales Manager (electrical power back-up systems, industrial electronics) Additional information: www.varicom.lt
08/1999 – 05/2000	Energolukss SIA Sales Manager (electrical power back-up systems, industrial electronics) Additional information: www.energolukss.lv
12/1994 - 07/1999	Kompānija NA SIA Engineer of Electronic Lights Equipment Additional information: www.na.lv
Language Skills	
Latvian	Native
Russian	Advanced speaking and writing skills Additional Information: good command of technical terminology
English	Intermediate speaking skills, upper-intermediate writing skills Additional Information: good command of technical terminology
German	Basic speaking skills, intermediate writing skills
Computer Skills	
Intermediate Level	Lotus Notes, OS 5 CRM, Terrasoft CRM 3.1, MS Office, Windows XP/7/8/10, Navision Attain (MS Dynamics AT), 1C, FreeCRM, vTiger CRM
Specialist Level	Internet Explorer, Windows XP/Vista/7/8/10, MS Office, SDL Trados 2014, MemSourcem ABBYY FineReader 12, Scoro CRM, Chrome
Expert Level	MS Outlook, MS Word, Opera 35, Zoho CRM
Driving Licence	
Category B, since 1995	
Personal Qualities	
Punctuality, eagerness to perform any work completely.	
Advantages	
Communicability, vast experience in different spheres	