

PAVEL SOSHNIKOV

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EDUCATION

Florida International University, Miami, FL

Master of Arts, Economic Globalization

April 2013

Thesis: "The Privatization of Security"

Areas of Concentration: Business Risk Analysis, Logistics, Global Security Risks and the Private Sector, Business Strategies, Financial Modeling, Research Methods of the Market, Economic Policy Analysis, Economic Globalization Frameworks

Florida International University, Miami, FL

Bachelor of Arts, International Relations

Dec. 2010

Areas of Concentration: International Political Economy, Geopolitical Analysis, and, Microeconomics, International Relations

Minor: Criminal Justice

President of Sigma Iota Rho- International Relations Honor Society

May 2010-Dec. 2010

Duties: Attend all executive committee meetings, Run general membership meetings, Coordinate and participate in service projects, Conduct and Coordinate the Induction Ceremony, and Prepare with vice-president, secretary and treasure the end-of-year reports

LANGUAGES

English- Native language

Russian- Professional working proficiency

Spanish- Low proficiency

WORK EXPERIENCE

JP & BE Enterprises, Boca Raton, FL

Business Manager

Mar. 2012- Present

- Manage staff, preparing work schedules and assigning specific duties.
- Determine staff requirements, and interview, hire and train new employees, or oversee personal process.
- Assist with improving financial processes such as order-to-cash, procure-to-pay, record-to-report, treasury, and cash management, and other core financial processes
- Reporting directly to the CEO
- Monitor business transactions to ensure that they efficiently and effectively provide needed services while staying within budgetary limits.
- Public relations in regards to growing the business network.
- Sales of Products.

Apple, Miami Beach, FL

Specialist

Aug. 2011-Mar. 2012

- Responsible for ensuring customer satisfaction through high quality service through front-end and back-end processes.
- Maintain accurate inventory balances.
- Sales of products.

Eagle Nationwide Mortgage, Sarasota, FL

Loan Officer/Intern

Oct. 2008-Jan. 2009

- Assist potential borrowers in identifying, securing, and providing financial assistance.
- Consult, interview, and qualify new applicants by ways of documented income, debt, explain legal disclosures and credit history.
- Met mortgage loan human resource objectives by selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees; communicating job expectations; planning, monitoring, appraising job contributions; recommending compensation actions; adhering to policies and procedures.

- Met mortgage loan operational standards by contributing mortgage loan information to strategic plans and reviews; implementing production, productivity, quality, and customer-service standards; resolving problems; identifying mortgage loan system improvements.

SKILLS

Management Skills

Computer/Technical- *Computer-literate with a broad software proficiency covering a numerous variety of applications such as SAP, QuickBooks, Microsoft Office programs, Keynote, and the ability to work with several operation systems; including Windows, Mac OSX, and Linux.*

Analytical/Research Skills

Communication Skills

Negotiation Skills- *Four years of business orientation/sales experience, Six years of customer service experience, conflict resolution seminars, and grant writing seminars.*

Flexibility/Adaptability/Managing Multiple Projects

AWARDS

Elected President of Sigma Iota Rho, Florida International University

May 2010

Awarded Member/Recruiter of the Year for Sigma Iota Rho

May 2010