

Valentins Kurmangalijevs

Riga, Latvia

Phone: +371 28230077

Email: Valentins.Kurmangalijevs@gmail.com

PROFESSIONAL SUMMARY

Commercial and Business Development professional with more than 11 years of experience managing strategic B2B partnerships, developing new business opportunities and driving sustainable revenue growth across Latvia, Lithuania and Estonia. Extensive experience in managing key accounts, negotiating long-term commercial agreements, improving partner performance, analysing business results and coordinating cross-functional projects.

CORE COMPETENCIES

Account Management • Business Development • Strategic Partnerships • Commercial Negotiations • Portfolio Management • Revenue Growth • KPI Analysis • Sales Forecasting • Contract Negotiation • Cross-functional Collaboration • Commercial Strategy

PROFESSIONAL EXPERIENCE

Head of Distribution – Baltic Media Alliance / TEM LV

Managed strategic portfolio of telecom partners across the Baltics; negotiated long-term agreements; developed partner growth strategies; analysed performance; coordinated with finance, legal, marketing and technical teams. Increased annual turnover from approximately €1M to over €10M within four years and expanded the channel portfolio from 10 to 34.

Founder & Managing Director – STRIŽ

Managed daily operations, KPIs, customer relationships, budgeting, profitability and operational efficiency.

Sales Manager / Brand Manager – ASBIS Baltics

Managed retail partnerships, forecasting, pricing strategy and marketing campaigns. Successfully introduced Canyon products into DEPO Latvia and negotiated first supply volumes for DEPO Lithuania.

Development Coordinator – Yves Rocher Latvia

Supported retail expansion, store openings, staff training, e-commerce launch and operational reporting.

LANGUAGES

Russian - Native
English - B2
Latvian - B2
Lithuanian - A1