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# GABRIELĖ CILCIŪTĖ

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## PROFILE

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*I am a distinctive and open-minded graduate in [Value Chain Management](#). My main interests lie in Supply Chain Management, optimizations and improvements followed by various analyses. Having worked in both upstream and downstream of supply chain, I have gained a hollistic approach towards my responsibilities, understanding the connection between various tasks and departments.*

## WORK EXPERIENCE

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### **CSI BIKE A/S (HORSENS, DENMARK) – SALES ASSISTANT**

05-2014 – 12-2014

- Participation in a bicycle trade fair
- Communication with current and potential customers
- Assisting managers in daily tasks
- Sales analysis
- Order handling

### **APRANGA GROUP (VILNIUS, LITHUANIA) – PURCHASING TRAINEE/MANAGER'S ASSISTANT**

08-2013 – 02-2014

- Analysis of current suppliers, relationships and strategies
- Principles of collection formulation, creating catalogues
- Selection of samples
- Ordering and documentation
- Production and sales analyses
- Forecasting

### **BALTIC SALES AND MARKETING SERVICE (VILNIUS, LITHUANIA) – SALES ASSISTANT**

06-2011 – 09-2011

- Attending sales trainings
- Communication with customers
- Working with various products

## VOLUNTEERING EXPERIENCE

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### **AIESEC (HORSENS, DENMARK) – VICE PRESIDENT OF COMMUNICATION**

01-2013 – 07-2013

- Marketing management – customer segmentation, promotions
- Event and brand management
- Internal and external communication
- Coordinating the team of 7 people

## EDUCATION

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### VIA UNIVERSITY COLLEGE, VALUE CHAIN MANAGEMENT (HORSENS, DENMARK)

August, 2011 – January, 2015

#### KNOWLEDGE

- Corporate Social Responsibility
- Supplier Relationship Management
- Forecasting methods
- Procurement activities
- Marketing Management
- Purchasing and Risk Management
- ERP Systems
- Customer Relationship Management
- Production Optimization and Quality Control (LEAN, Six Sigma)
- Business Economics
- Inventory Management
- Negotiation

#### PROJECTS

STARK: Describing and analyzing the Supply Chain of STARK Hedensted DC. Discussions and suggestions on improvements with a cost and demand perspective.

DANFOSS: Finding solutions to secure the best delivery service (Availability > 98%) and at the same time to optimize the cash flow on low volume products with many components.

LU HATTING: Analysis of the maple pecan p-line with the emphasis on waste reduction to provide inexpensive solutions with a big effect within the timeframe of 3-6 months.

WEGLOPEX: Providing recommendations in entering the Danish firewood market with the future perspective of increasing revenue and creating profit with the focus on business model and mode of entry.

LU HATTING: Reducing the loss of production wages by creating a communication platform that helps the management to act quicker, more accurate and effective to the deviations.

#### BACHELOR PROJECT

CRAZY SAFETY: Providing solutions for aligning inventory levels and customer demand through improving the upstream supply chain in order to reduce inventory and supply costs.

#### DANISH LANGUAGE CENTER: SPROGCENTER MIDT, HORSENS

2012 January – 2013 June

#### VILNIUS GABIJOS GYMNASIUM (VILNIUS, LITHUANIA)

1999-2011

#### LANGUAGE SKILLS

<b>Lithuanian</b>	Native
<b>English</b>	Fluent
<b>Danish</b>	Basic

#### IT SKILLS

<b>Navision Axapta; C5</b>	Basic
<b>MS Office</b>	Advanced
<b>Simul8</b>	Basic