

## Personal Data

Name:	Kalver Tammik
Age:	37
Birth date:	30. November 1980
Sex:	Male
Children:	12 years, 12 years
Address:	Pärnu, Pärnu county, Estonia
E-mail:	Kalver.tammik@pvesi.ee
Skype:	<a href="#">kalver.tammik</a>
Contact telephone:	+372 53463005
Level of education:	Based secondary education

## Secondary education

### Pärnu Ülejõegümnaasium

Period of studies:	1987 - 1996
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## Vocational education

### Pärnu Ülejõegümnaasium

Speciality:	1996 - 1999, Economics
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## Higher education

<b>Estonian Agricultural University</b>	<b>Diploma</b>
Major:	1999 - , Water Economy and Protection
Minor:	Water Economy and Protection

## Additional training

### Vain & Partners

Topic:	Sales for new- and key customers, in year 2007, 16-17 mai
Additional information:	Finding the something more to customers to give them the something extra that they need.

### Vain & Partners

Topic:	Open performing, in year 2006, 23-24 märts; 11 aprill; 16 mai
Additional information:	Training to perform in front of big audience

### Vain & Partners

Topic:	advisory sales, in year 2004, 24-26 november 2004
Additional information:	Finding the right customers need(s) and giving them the best possible solution.

## Work experience

<b>08/2013 - Still working (4 years and 7 months)</b>	<b>AS Pärnu Vesi</b>	<b>customer service manager / IT development</b>
Job description:	Responsible of developen AS Pärnu Vesi customer relationships. Process mapping and solution services Integrating workflow solutions into IT in the whole company.	
<b>03/2011 - 08/2013 (2 years and 5 months)</b>	<b>AS Pärnu Vesi</b>	<b>Water and Sewer Systems Specialist</b>
Job description:	Consulting of customers in engineering projects.	
<b>04/2010 - 11/2010 (7 months)</b>	<b>Pristis AS</b>	<b>Key Account Manager</b>
Job description:	Regional sales and consulting of customers	
<b>11/2008 – 03/2010 (1 year and 3 months)</b>	<b>Bajtel.lv SIA</b>	<b>Sales Consultant (Construction)</b>
Job description:	Develope Estonian market for all goods in Bajtel.lv portfolio	
Company data:	Trade (wholesale), international enterprise, 30-100 employees	
<b>09/2004 - 09/2007 (3 years)</b>	<b>Pipelife Estonia AS</b>	<b>Sales Manager (Construction / Real Estate)</b>
Job description:	Responsible of sales in West-Estonia. Making offers, consulting engineers and finding the best solution for the customer.	
Additional information:	Accomplishments: Developed a good working team of wholesalers in the region. Good group of satisfied clients.	
Company data:	Trade (wholesale), international enterprise, 30-100 employees	
<b>01/2004 - 09/2004 (8 months)</b>	<b>Tekaproff OÜ</b>	<b>Personnel Worker</b>
Job description:	Responsible for working safety in the company. Responsible for workers.	

## Language skills

Native language:	Estonian
Second language:	Enlish – very good understanding,reading and speaking. Writing - good
Third language:	German – good understanding, reading. Speaking and writing – Basic

## Personal qualities

Personal qualities:	A open minded and friendly. Good team worker. Good communication skills. If someone says „Not possible“ – i get into the game
Strengths:	Working with a team. Planning goals and achiving them togheter. Good understanding of teams strenghts and weaknesses and making working in the team balanced
Interests and hobbies:	Sports - marathons, mountenbike, running, cross county skiing. Old car restoration. My family.

## Organisations

### Rowing Club "Pärnu"

Additional information

Sports organisation. Was a athlete from 1993-2004. 17x Estonian juniors champion. Achived good results in international races. 1x Baltic Sea sprint Champion.

### Pärnu Rotary Club

Second Club Master

Supporting of young people mentoring . integrating learning and „reallife“. To support career building and setting personal goals