

J A A N U S J E G O R O V



CONTACT



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Haabneeme, Viimsi



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EDUCATION

Bachelor / Psychologist- Counselor

University Audentes, Tallinn

1998–2003

Organisational and social psychology, micro and macroeconomics, statistics, managerial psychology, marketing, personnel management, etc.

Catering specialist

Tallinn Commercial School 1993–1996

Company management, cooking, calculation, microbiology, food technology, service standards

// PROFESSIONAL SKILLS

Teamwork

Project management

Creativity & performance

Negotiations

Recruitment and employee branding

Marketing & Sales

Solution-based coaching

PROFILE

I have dedicated more than 35 years to creating experiences for companies and people. Marketing, event production, creative solutions, sales, solution-oriented coaching and active communication have been the keywords that accompany me on a daily basis.

I would now like to take advantage of my wealth of experience and direct it to creating a better working environment for people. I want people to feel good in their working environment every day and therefore contribute to the best of their abilities.

WORK EXPERIENCE

MedReport OÜ 2024 - CEO / Founder

Digital health platform for businesses. Management, Sales, Product Development.

Kreatiivmootor OÜ 2023 - Certified Professional Coach

Solution-oriented coaching - personal and professional development of people. Startup expertise for founders, team coaching and training.

Amserve Auto AS 2022 – 2023 Marketing and Sales Manager

Private customer sales management and marketing at group level. Creative solutions, team management, market analysis, budgeting, active communication across the network, communication with importers, recruitment and employee branding, media planning, sales promotion, organizing cooperation between departments, marketing planning

Amserve Auto AS 2021-2022 Private Customer Sales Manager

Management of the sales team, active sales, problem solving, interdepartmental communication, product training, communication with the importer

Pet Retail 2020 – 2021 Sales Manager

Event Masters 2005–2020 Partner/Sales Manager/Creative Manager/Producer

Uno1 Trading 2004–2005 Sales Manager

Kristiine Kasiino 2001–2004 Service Manager

Catering Service 1993–2001 Project Manager

ERR 1992–1993 Film and video library dispatcher

SKILLS

English



Finnish



Russian



Driving



Computer skills



REFERENCES

Vahur Annsoo

KIA, dealership manager

Tiia Prööm

Seesam Insurance, Sales Manager

INTERESTS

Cooking

Travelling

Music, movies

Literature

Recreational sports

Quizzes

Accomplishments

600 different marketing events in 2005–2020

for customers Eesti Energia, IBM, Seesam Insurance, Trev-2 Group, Starman, ABB, Swedbank, Harmet, and many others

Founding member of the association of marketing communications agencies 27 Names

Winning various joint marketing awards at the Golden Egg competition 2009–2019 (launching Seesam Insurance loss adjustment, ABB quality day, Floorin product presentation)

Organising the Tallinn Christmas Market from the idea to the implementation 2005–2011 (Europe's best Christmas market 2011)

Organising the cross-country skiing Otepää World Cup leg (2008–2012)

Organising ceremonies and entertainment

Establishing MTÜ Logopuu and developing an online platform for correcting speech impairment

(finding partners, negotiations, project management)

Certified solution-based coach by Ericsson Coaching International "The Advanced Course of The Art & Science of Coaching"

Selection of trainings

Successful completion of Event ROI training in Dublin (2009)
To financial freedom (2021)

Training for effective negotiations (2021)

Adult education trainer course (2021)

"The Advanced Course of The Art & Science of Coaching" (2023)

References

Helina Hilimon, former CFO at Kinema

Cooperation with Jaanus has always been energetic and fun. Fresh and sometimes crazy ideas shake off the daily routine for yourself and for clients at whom the collaborative project is aimed.

Our three-year cooperation has been full of fascinating projects, and Jaanus is always available in leading them. The process is smooth, and communication is pleasant. Good emotions are always guaranteed.

Tiia Prööm, Sales Manager at Seesam Insurance

My event or project was always handled personally, according to the needs of the target group, never as an off-the-shelf package. I could be a guest at my own event, everything was well-organised, and details had been thought-out. Problems were solved quickly. Trust and long-term cooperation are values in their own right. Because we are