

# ANTON SINKOVSKII

**Executive Director | Business Development, Growth & Strategic Leadership | Real Estate Development**

[a.sinkovskii@gmail.com](mailto:a.sinkovskii@gmail.com)

WhatsApp: +79067424465

Phone: +40757998844

[www.linkedin.com/in/sinkovskii/](http://www.linkedin.com/in/sinkovskii/)

*Strategic real estate executive with 16+ years of experience across European markets, leading business development, sales strategy, and revenue growth for residential-led developments. Directed €37M+ in transactions, structured financial models, optimized ROI, and built high-performing teams across sales, marketing, finance, and operations. Proven ability to align investor vision with market execution—delivering results from project launch through to delivery.*

## **Professional Experience:**

### **Executive Director at Kronbau Euro Development, Romania**

European residential real estate developer with 300 apartments delivered  
July 2021 - Present; reporting to Shareholders

- Delivered over €37M in unit sales across 300 apartments and 40,000 sqm of residential-led development
- Increased revenue by €2.2M through agile pricing strategy and market-driven product repositioning
- Maintained project momentum by forecasting and preventing two major cash flow gaps, avoiding €400K in construction delays
- Reduced marketing spend by €500K by restructuring internal–external resource balance without compromising performance
- Achieved 80% pre-sales during construction through tailored go-to-market strategy and investor partnerships
- Led a team of 12 direct and 35+ indirect reports across sales, marketing, finance, operations, and technical divisions
- Contributed to new project feasibility by structuring financial models and scenario-based ROI planning for potential acquisitions

### **Client Director, Investment fund Safmar, Russia**

Private pension and investment fund with 4 billion EUR in assets  
July 2017 – July 2021, reported to CEO

- Grew client portfolio by 20% (€8.5M), reaching €40M through strategic relationship management and tailored marketing initiatives
- Increased client retention from 65% to 97% by improving service delivery and streamlining CRM-driven account processes
- Led cross-country educational campaigns as a keynote speaker; earned 3 nominations for best-in-industry client experience awards
- Managed and developed a team of 4 client executives, fostering consistent performance and service quality

### **Key account manager, Marsh Insurance Brokers, Russia**

Global insurance brokerage and risk consulting firm with 130 offices worldwide  
May 2012 – July 2017, reported to the Head of Multinational Department

- Generated €350K in annual revenue by managing a portfolio of 50+ international and domestic corporate clients
- Delivered an additional €75K in revenue through cross-selling and upselling initiatives across complex insurance products
- Achieved 95% client retention through proactive relationship building, transparency, and client-first communication
- Winner of Marsh Talent Academy (CEE & CIS); initiated internal cross-country sales webinars to share best practices

### **Account executive, Renaissance Insurance, Russia**

Top-10 local insurance company with \$1bln in annual revenues  
June 2009 – May 2012, reported to the Head of Sales

- Managed retail and SME client portfolio, generating over €200K in annual premiums
- Achieved 90% renewal rate through strategic account planning and personalized client engagement
- Reduced premium debt from 15% to 3% via tailored negotiation tactics and client-focused payment solutions
- Improved overall client satisfaction by coordinating closely with underwriting, claims, and service departments

### **Education:**

2010-2012, Postgraduate education, Financial University  
2005-2010, Finance and Credit, Financial University

### **Courses:**

2023, Financial management courses  
2021, Advanced PowerPoint courses  
2021, Excel courses  
2019, Public speaking courses  
2018, PowerPoint courses

### **Skills:**

Advanced PowerPoint and sufficient Excel  
Public speaker/moderator  
Transferable driving license, category A/B

### **Languages:**

Fluent in English, Fluent in Russian