

ABOUT THE SPEAKER



**GENERAL DIRECTOR
OF "SUPPLYING JOY"**

DMITRIY KOROBITSYN

I know everything there is to know about e-commerce, sales and mind-blowing client services

- 2002 - graduated from the Faculty of Applied Mathematics and Physics of the Moscow Aviation Institute (MAI); 2005 – graduated with a degree in Finance and Credit from the Finance Academy of the Russian Federation.
- 2003 - created WebProfy, an Internet agency (in 2008, WebProfy was listed as one of the TOP Runet web studios).
- Took an active part in organizing and conducting conferences for professional web developers: PHPconf, Weborub, DevConf.
- Since 2010 - co-owner and General Director of "Supplying Joy".
- 2011 - listed among the top 25 most important people in the Russian web development market.
- 2012 - launched the "Winning at E-commerce", where he advises online stores throughout Russia, helping small businesses to become bigger and more powerful.
- 2012 – became the ideological promoter of the Formula for Online Commerce Conference.
- 2014 - launched "Perfect Dropshipping" as part of "Supplying Joy".

TOPICS FOR COMMENT

Dropshipping in Russia and in the world. Development of a dropshipping business model: plans and forecasts. How to open an online store: recommendations, cases, problems and solutions.



**SUPPLYING
JOY**

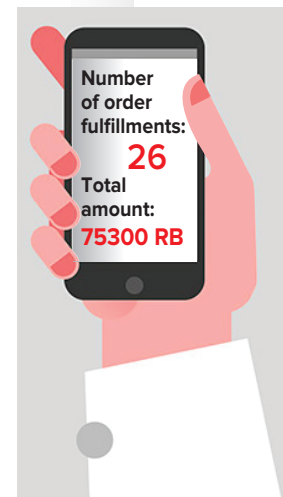
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ABOUT THE COMPANY

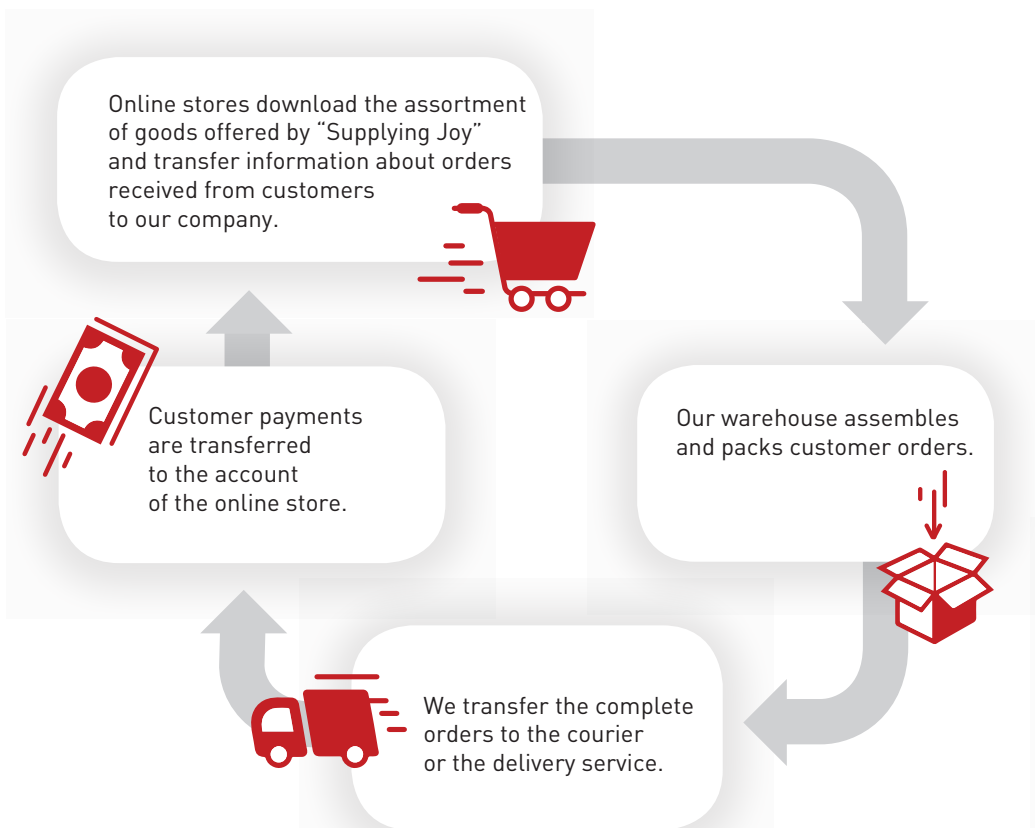
SUPPLYING JOY — Russia's largest dropshipping supplier. In 2014, our company was the first in Russia to implement a dropshipping business model. Today, "Supplying Joy" works with 700 online stores throughout Russia, providing them with quality services for storage, packaging, goods delivery, and payment reception. The number of customers has doubled every year.

In 2014, "Supplying Joy" was the first company on the Russian market to launch **DROPSHIPPING** - an innovative cooperation method between an online store and the supplier, who is in charge of goods delivery and all financial settlements with customers of the online store. Thanks to dropshipping, hundreds of stores can work successfully with customers throughout Russia, and their services and delivery time are on a par with large retailers.

This approach allows the entrepreneur to focus directly on sales. The online store no longer needs to spend money on purchasing goods, renting a warehouse, receiving and storing returned goods, negotiating with courier companies, and processing and packaging orders. All this is carried out by our company – "Supplying Joy"! Come and join us! We guarantee success to everyone who has ever dreamt of building a career in e-commerce.



HOW DOES DROPSHIPPING WORK?



ONLINE STORES DON'T NEED TO

Check the availability of goods from the supplier and call the buyer to confirm the order.

Waste time going to the warehouse for goods and packing customer orders.

Stand in line at post offices and argue with courier services.

Store returned goods from buyers or bother about warranty repairs.

Devote your time to sales, and leave the rest to dropshipping!

DROPSHIPPING IN NUMBERS

54'000 order fulfillments
700 stores work with dropshipping
17'026'500 rubles earned by online stores
225'874 rubles – the largest order
2'460 rubles – average check

WHAT ELSE MAKES DROPSHIPPING SO CONVENIENT?

Every month, "Supplying Joy" dispatches more than 10,000 orders throughout Russia. As we handle such a large number of shipments, transport and courier companies offer significant corporate discounts. Thanks to dropshipping, they are available for all online stores.



Questions, comments, interview:
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