

Business Development / Export Manager

Alpamis Adilbekov, Uzbekistan Nukus

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Result-driven BD manager with 3+ years in IT & EdTech. Built teams up to 9 people, closed B2B deals \$10k+, grew an IT-learning center to 300 students in 12 months. Hands-on lead generation & sales experience (office + remote).

Experience:

- **Sirius IT Academy & Technological Park (edtech, development) 01.2024-current 1.25 year**

Role: Project Manager

Leading team with 5 people working with the government, launched 2 websites, and one platform, collaborating with government systems.

- **HamkorBank Nukus 06.2024-11.2024 6 months**

Role: Loan manager for corporate clients.

Evaluated corporate loan applications: reviewed legal docs, assessed credit risk and regulatory compliance, drafted legal opinions, and secured approval for three business loans.

- **Bizler Group (software-development) 09.2022-09.2023 1 year**

Role: Project Manager Assistant.

Assisted the Project Manager, directing a 5-developer team and launching three products — one in-house startup and two client solutions — from concept to release.

Languages:

- **English proficiency:** fluent, progressing from independent user B2 to Advanced C1 level
- **Russian proficiency:** fluent, progressing from independent user B2 to Advanced C1 level

Key Highlights:

- Agile, market research, SMM, lead gen, B2B sales
- Launched 3 personal startups and delivered 3 projects for clients as PM
- Launched IT center, grew to 300 students in 1 year.
- Domain experience: AI, e-commerce, govtech, edtech, sales (B2B, B2C)

What I Bring:

- Strategic thinking with strong execution discipline
- Deep experience in EdTech, B2B sales, and leading teams.
- Founder mindset - ownership, adaptability, and speed
- Focus on valuable, scalable, and outcome-driven management.

Education:

- Bachelor of Management at Karakalpak State University

Certifications:

- IT Project Manager from UAcademy / IELTS 6

Skills: Project Management, Product Ownership, Data-driven Decision Making, Research, Roadmapping, Remote Team Leadership, Agile (Scrum/Kanban), Business Analytics, Presentation Skills, Startups, Entrepreneurship, Marketing Strategy, Market Research, Prompt Engineering, Lead Generation, B2B/Partnership Sales, CRM

Tools: Python, FastAPI/Flask, GitHub, ChatGPT, Claude, Gemini, Figma, Miro, Trello, Notion, Google Sheets, Google Docs, Google Trends, MS Excel, MS Office