

# [KATE DUBROVSKA]

## IT Account Executive & Sales Professional

Commercially minded yet personable; team orientated yet original; diplomatic yet relentless. Thrives in deadline and target-driven campaigns.

## Work Experience\*

**Readdle Inc, San Francisco, CA / Odessa, UA**  
*Sales, September 2017 - present.*

Senior sales professional of the firm's Fluix software, successfully making many sales to companies operating in a range of sectors in the US, Europe, & Australia.

**Cogniance, San Francisco, CA / Kiev, UA**  
*IT B2B Development, 2013-September 2017.*

Expertise in IT and high-tech sales to multiple sectors; successfully arranged hundreds of engagements with prospective corporate customers, including FTSE 100 companies.

**Buttonwood Financial, California, USA**  
*VP Strategic Growth, 2014-15 in conjunction with Cogniance.*

Developing corporate customer relations, organising financial training events and preparing presentations

**Golden Staff, Kyiv, UA**  
*English teacher & VIP client consultant, 2007-13*  
Translation consultant to VIP clients and high ranking business executives in numerous specialist industries.

**National Technical University of Ukraine, Kyiv**  
*English Language Lecturer, 2009-10*

Lecturing students in years 1-4 and part of panel dedicated to advancing English teaching techniques.

**Tonight Newspaper, Philadelphia, USA**  
*Sales, Jul 2010 to Nov 2010*

Sales and negotiation, including making presentations for existing and potential clients.

## Education\*

**Borys Grinchenko University Kyiv**  
*Degree, Linguistics and Philology MA, 2003-2009*  
Specialising in: English, French and literature.

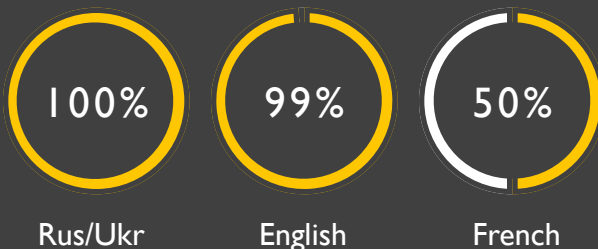
**University of Chicago, USA**  
*Sales Strategies, 2017*

## Awards & Achievements

**2011:** Full scholarship  
Brandeis-Bardin Campus of AJ University, California, US  
*Summer course specialising in philosophy, history and culture*

**2001:** Full scholarship  
*Two years of TV journalism courses*

## Languages



## Personal Skills

- Commercially minded
- Personable
- Resourceful
- Analytical
- Effectively a native English speaker
- Master communicator
- Diplomatic
- Relentless
- Well travelled and culturally sensitive
- Well rounded