

[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*

Cogniance Kyiv, UA

IT B2B Development, 2013-date.

Expertise in multiple IT and high-tech sectors; successfully arranged hundreds of engagements with prospective corporate customers

Buttonwood Financial, California, USA

VP Strategic Growth, 2014-15 in conjunction with Cogniance

Developing corporate relations with prospective customers, organising financial training events and preparing presentations.

AIS Group Kyiv, UA

PR Specialist, Apr 2013 to Jul 2013

Implementing PR strategies, organising events and handling public relations.

Golden Staff

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, University English Lecturer, 2009-10

Included scientific conferences concerning the latest English teaching techniques.

Tonight Newspaper, California, USA

Sales, Jul 2010 to Nov 2010

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

English Teacher, Kyiv School #194

2004-2007

Education*

Borys Grinchenko University Kyiv, 2003-2009

Degree, Linguistics and Philology MA

With focus on: English, French and literature.

University of Chicago, USA

Sales Strategies, 2017

Awards & Achievements

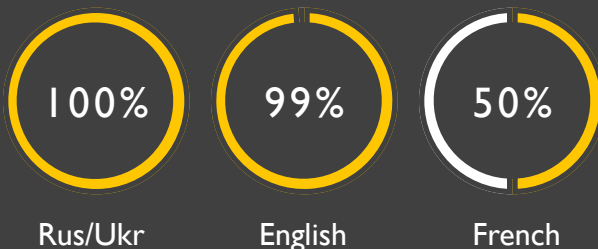
2011: Full scholarship

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

- Master communicator
- Multi-lingual
- Resourceful
- Well rounded
- Leadership
- Commercial awareness
- Personable
- Competitive
- Analytical
- Well travelled