

[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.

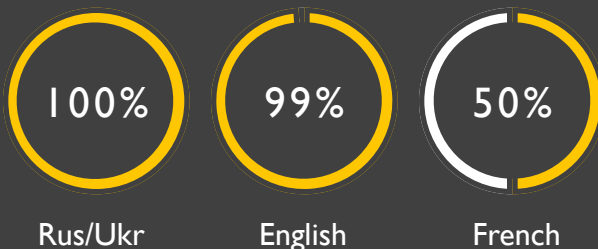
University of Chicago, USA
Sales Strategies, 2017

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