

[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 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.

AIS Group, Kyiv, UA

PR Specialist, Apr 2013 to Jul 2013

Implementing PR strategies, organising events and handling public relations.

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.

English Teacher, Kyiv School #194, UA

2004-2007

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

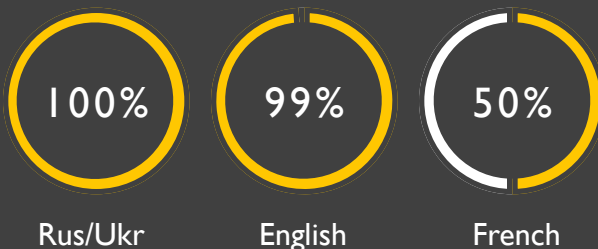
2011: Full scholarship

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