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| Sergey Bubnov | |
| 24.05.1984 |  |

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| Goal | |
|  | New digital products development and deployment/sales |
| Work experience | |
|  | 2022 Mar – 2022 Jun Cloud Moscow  *Sber Ecosystem Direction Leader*  Leading cloud deployments for service subsidiary companies of Russian largest bank.  Cloud technologies: VMWare (IaaS), Huawei (IaaS, PaaS), ML Cloud (Christofari).   * Managing a portfolio of contracts and projects with clients, active sales, CxO negotiations * Modernization projects of the existing infrastructure to bring it into line with the requirements of the Bank Group and embedding AI functionality in customer products * Promotion of new products and services - "Digital Desktops (DRaaS)", "Flexible on-demand analytics (import replacement)" * Go-to-maket strategy creation and implementation, planning product configurations and price * Technical team management during project implementation * Planning and running marketing activities to promote new products and scenarios * 100% territory coverage gained, 150 mln pipe created, 2 contracts signed for ML Cloud0-based Professional Services, 10+ contracts identified and prerpared.   2020 Dec – 2022 Mar Oracle Moscow  *Banking Industry Technology Sales Director (Banking)*  *Russia South Technology Sales Director*  Advanced Database technologies in Analytics, Security, Reliability and fitting it as part of industrial solutions in On-premises and Cloud (OCI).  Focus growth industries: Banking, Energy, Manufacturing, Transport and Agriculture.   * - CxO negotiations * - Supply of software, hardware, cloud services to specified industries (IaaS, PaaS, SaaS) - a portfolio of 3000 products * - Creation of sales scenarios and sales strategies in the specified industries, industrial solutions * - Organization of sales events, pilots for customers * - Driving projects of multi-national teams of technical specialists (Russia, Europe, USA, CIS) for pilot projects and tasks (Oracle Consulting).   Left the company due to the closure of the Oracle office in Russia. Recommendations from management are available and colleagues on request  2018 Dec – 2020 Dec Softline Moscow  *Microsoft Cloud Product Lead*   * Microsoft global 3-year program implementation for large enterprises in Russia: xM USD net revenue in hybrid cloud platforms: M365, Azure, MS Power. * Direct sales of Cloud Services and connected Managed Services * Product sales management through solution offers creation and sales performance management * TOP50 project lead: transforming organization operations to increase Microsoft share in key Customers: divided Microsoft portfolio into 11 pillars with solutions to enable cross-sell and provided governance to the team of product sales and pre-sales. Management of key pilot projects (DevOps, Analytics, Security) * Launch of Sales program for Premier Consulting Services for TOP-50 Customers in Manufacturing, Oil&Gas etc. to support large existing on-premise Microsoft footprint and increase in margin and turnover.   2018 Sept – Nov Control Systems Moscow  Business Development Director   * Helping large enterprises from Oil&Gas, Manufacturing, Construction, Retail, Public Sector, etc. by providing complex solution for investments planning and ROI control. * Tender & pre-sales department management * Direct complex sales of business consulting, IT services and Software * Partner ecosystem extension: Microsoft, Dassault Systemes, Autodesk, KPMG etc. * 2 tenders orchestrated, 2 contracts signed.   2016– 2018 Sept Microsoft Russia Moscow  Data and AI Hybrid Cloud Solution Sales  Large enterprises in Public Sector and Manufacturing   * On-premise data integration solutions sales - FY17 170%, FY18 100% (~10 mln USD net revenue in MS SQL Ent. prod.) * Artificial Intelligence and Modern Analytics cloud services (PaaS, SaaS) - N/A FY17, 100% in FY18 * Cloud infrastructure services (IaaS) - 100% FY17, 110% FY18   2014–2016 Motorola Solutions Moscow  Key Account Manager   * Russian Railways, Rosseti, Moscow Government, Emercom, FIFA * Direct work with key accounts, reporting to Russia subsidiary lead * Sales quota achieved - 170% in 2014 |
|  | 2011–2014 Oracle Moscow  Senior Hardware Sales Executive  Senior Software Sales Representative  Software Sales Representative   * Sales of complex solutions consisting of DB & options + data integration + cloud + analytics + appliances + engineered systems (HW), cross-sales of FMW and applications * Expansion to public sector organizations: 10 federal ministries with subsidiaries, KHMAO gov, Federal Assembly * New Customers development: from direct engagement to contracting * Revenue has been grown 200% on designated territory   Sales targets & rest KPIs were achieved/overachieved |
|  | 2010–2011 T-Platforms Moscow  Supercomputer (HPC) Project Manager   * Complex project planning & solution preparation in direct work with Customer and pre-sale team of engineers & sales; * Tenders in Russia and EU: RFP analysis, tender bids preparation. * 20 bids prepared, 1 tender won, 3 projects completed successfuly   2007–2009 Intel Moscow  PR/GR Online programs manger   * Intel Teach Essentials Online program management: web product localization, program launch in Russia, which 10.000 people passed * Organizer of IT outsourcing tender in Russia for corporation needs * 10 heads coaching within 1 year: programmers, testers, poject manager   2005–2006 Intel Moscow  Research Engineer   * Research project for implementation Real Time Ray Tracing and Stochastic Annealing algorithms on Intel Larrabee architecture * C/С++ algorithm increased model performace by 10% |
| Education | |
|  | 2001–2006 Lomonosov Moscow State Unversity Moscow   * Masters, Computer Science, Discrete Mathematics * Diploma with honors   2011–2013 Dublin Institute of Technology Dublin, Ireland   * Continuous selling practice trainings program for Sales in Oracle * Certificate, Sales Practice course of general selling and in particular: complex software+hardware solutions   2019 Microsfot Certification   * AZ-900 Exam Azure Fundamentals, cert. number [H257-8564](https://www.youracclaim.com/badges/5eb8e746-705c-44b0-88d2-4bbde763c14a)   2020 Microsfot Certification   * AI-100 Exam Azure AI Engineer Associate, cert. ID [989184137](https://www.youracclaim.com/badges/9e758b05-2ea8-4b11-9acb-b820d81d7912/accept) |
| AWARDS | |
|  | 2013 Oracle Excellence Club: Q2, Q3, Q4 Highest Achiever  2008 Intel Russia/CIS Special Recognition Award  2007 Intel EMEA Corporate Affairs Special Innovation Award  2007 Intel Legal and Corporate Affairs WW Division Recognition Award |
| Skills | |
|  | * Strong negotiation skill * Broad Technincal Expertise (Azure, OCI, SberCloud, C++, PHP, Javascript, Python etc.) * Project management experience * Public relations experience |
| languages | |
|  | * Russian – native speaker * English – fluent |

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| recommendations | |
|  | * Linkedin – [www.linkedin.com/in/sergeybubnov](http://www.linkedin.com/in/sergeybubnov) |