

# Alexander Jivov

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## EDUCATION

**University of Toronto, School of Continuing Studies**  
*Full Stack Web Development Executive Boot Camp, iOS Development*

**Toronto, Canada**  
*May 2018 – November 2018*

**George Washington University, Elliott School of International Affairs**  
*Bachelor of Arts in International Affairs, Concentrations in Security Policy and International Politics*

**Washington, DC**  
*May 2016*

**University of Alicante**  
*George Washington University Exchange Program*

**Alicante, Spain**  
*Spring Semester 2015*

## WORK EXPERIENCE

**TouchBistro**  
*Software Sales Executive*

**Toronto, Canada**  
*August 2017 – Present*

- Closed the largest deal in company history, selling TouchBistro's platform to a 500+ location national franchise with an annualized contract value of \$740,000 USD, making up 192% of individual quota
- Managed relations with multiple corporate teams for large franchises, liaising between TouchBistro's senior leadership and corporate executives to achieve optimal returns for the company
- Consulted with new and existing restaurants and hotels to help manage their brand images and ensured the successful openings and expansions of over 100+ venues in North America and internationally
- Sold TouchBistro's specialized Point of Sale (POS) and Software as a Service (SaaS) platform to independent and large chain restaurant and hotel organizations, generating over USD \$150,000 in revenue to date for the organization
- Worked independently to examine market trends in the restaurant and hospitality industry, generating potential business opportunities independently and craft marketing strategy for TouchBistro products

**POLITICO**  
*Business Development Associate*

**Washington, DC**  
*August 2016 – June 2017*

- Identified and coordinated business development opportunities through in-depth market research and client outreach, as a member of the POLITICO Pro associate team, in partnership with the Account Executive in a new market segment
- Recognized as the top performer of the POLITICO Pro greater associate team of 15 people, achieving 90-100% of set goals for 5 of 7 months, ultimately contributing USD\$465,000 in revenue over two consecutive quarters
- Spearheaded technical project management tasks relating to the legal and technology teams through collaboration with POLITICO's technology division, ensuring all members of the team were aware of new product launches, as well as the necessary steps to implement the new offerings into POLITICO's existing content management system
- Developed business acumen in several industries relating to US Domestic and International policy, including financial services, healthcare, and education
- Partnered with POLITICO Pro's management team to launch an initiative to encourage entrepreneurship and cross-collaboration between POLITICO's product, editorial, and business divisions

**Podesta Group**  
*Business Development Fellow*

**Washington, DC**  
*May 2016 – August 2016*

- Directly participated in meetings and conference calls with the business development team to design sales pitches for potential clients, resulting in over 10 new client acquisitions and over USD\$1,000,000 in revenue
- Developed and copy-edited marketing proposals for over a dozen potential clients for both the US and International markets
- Conducted research and synthesized information on congressional hearings, legislation and think-tank events on behalf of clients and senior Podesta Group staff

**Postmedia - National Post**  
*Reporter*

**Toronto, Canada**  
*May 2013 – August 2015*

- Reporter for National Post, a division of Postmedia and the largest newspaper in Canada - circulation of 163,000 people
- Conducted interviews and research for stories relating to both Toronto and Canada, particularly pertaining to healthcare and financial services issues; over 100 articles were published in print, online, tablet, and smartphone
- Managed an official Twitter account to engage the National Post's audience regarding published content and ongoing events; the National Post now has over 720,000 Twitter followers and an online circulation of approximately 12 million

**Conservative Party of Canada, Parliamentary Intern**

*Ottawa, Canada - Summer*

## SKILLS AND LANGUAGES

- MS Office, Adobe Photoshop, Macromedia Flash, Lightroom, WordPress, Google Analytics, Salesforce, CPQ
- Proficiency with a wide form of social media platforms including Facebook, Instagram, Twitter, Blogger, Tumblr
- Fluent: English, Russian; Conversational: Spanish

## LEADERSHIP

**Kappa Alpha Order Fraternity**

- Social Board Committee Chairman
- Standards and Ethics Officer

**Washington, DC**  
*2013-2014*  
*2014-2015*