

**Primary Areas of Interest: Business Development, Project Management, Product Management, Operations.**

## **EDUCATION**

### **UNIVERSITY OF CALIFORNIA, BERKELEY, College of Engineering**

**Berkeley, CA**

#### **Bachelor of Science, Industrial Engineering and Operations Research**

*August 2012 – May 2016*

- Main Coursework: Strategic Market Management | Tech Firm Leadership | Entrepreneurship | Decision Analysis | Logistics Network Design & Supply Chain Management | Probability Risk and Analysis for Engineers | Operations Research | Engineering Statistics, Quality Control and Forecasting | Industrial & Commercial Data Systems | Service Operations Design

### **COLUMBIA UNIVERSITY, School of Continuing Education**

**New York, NY**

#### **Advanced Academic Preparation Program & Intensive English Program**

*September 2010 – December 2011*

- Main Coursework: Research Paper Writing | Oral Presentation | ESL | overall GPA: 3.67

### **KIMEP UNIVERSITY, Bang College of Business**

**Almaty, Kazakhstan**

#### **Bachelor of Science, Business and Administration**

*July 2009 – May 2010*

- Main Coursework: Business Accounting | Financial Management | overall GPA: 3.81
- AIESEC member, Central Asia & Caucasus Congress Delegate Manager

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## **PROFESSIONAL EXPERIENCE**

### **XAMARIN INC.**

**San Francisco, CA**

#### ***Business Development Intern***

*July 2015 – Present*

*Xamarin is an end-to-end provider of mobile app development solutions that has already enabled over 1,000,000 developers to build cross-platform, fully native apps.*

- Leveraging the Strategic, Enterprise and Ecosystem Relationships to grow Xamarin Component Store's Supply and Demand.
- Daily interaction w/all internal (Sales, Engineering, Marketing, PM, Finance) teams and external consulting partners.
- Managing Xamarin's Salesforce CRM Optimization project for the Business Development Team, that includes the integrations of Xamarin Component Store, App 360 page, and the creation/architecting of the Salesforce BD tab to optimize the operations of the daily BD activities related to Licensing, Contracts, Partnerships Joint Opportunities tracking, BD Campaigns, etc.
- Identifying and Managing the Salesforce integrations of various external tools: LinkedIn, Zendesk, MixRank, SourceDNA, Gild, Clearbit, etc.
- Managing miscellaneous projects related to Xamarin – Oracle Partnership and the organization of Xamarin Evolve 2016 Conference.

### **2GURMANA**

**Astana, Kazakhstan**

#### ***Co Founder / Marketing & Operations Manager***

*May– August 2014, May - June 2015*

*2Gurmana is a next-generation food delivery network in Astana, Kazakhstan that delivers meals to customers in less than 10 minutes at the click of one button on the website.*

- Developed the initial business plan of the company given the financial, cultural and other constraints.
- Computing the costs of the 'last mile' delivery, which included avg. food production, transportation, workforce, maintenance and other fixed costs.
- Developed the whole supply-demand chain structure of the company.

### **INTERACTIVE MEDIA GROUP**

**Almaty, Kazakhstan**

#### ***Project Manager / Online Marketing Specialist***

*February 2012 – July 2012*

*The largest online advertising agency in Kazakhstan and Central Asia, which provides its services on the holistic approach in planning, placing and maintaining online advertising campaigns on online platforms such as Google Adwords, Facebook, Vk as well as popular local Kazakhstani websites.*

- Developed and "Evangelized" the Online Advertising Business (contextual/targeted ads area) in Kazakhstan almost from scratch.
- 50 times increase in the revenue of the company from the contextual and targeted ads department during my presence in the company.
- Collaborated work with the clients (Coca-Cola, BMW, Nissan, KLM, HTC etc.) on their online advertising campaigns.
- Created, placed and optimized the online ads on social media (Facebook, VK), search engines (Google, Yandex) and Google Display Media.
- Gave presentations on the Targeted and Contextual ads in local forums and meetings in Almaty and Astana.

### **WARD HOWELL INTERNATIONAL**

**Almaty, Kazakhstan**

#### ***Project Management Intern***

*March 2009 – April 2009*

*One of the largest executive management consulting firms in Russia and CIS.*

- ID research process and database support in Executive Search project in Central Asia. Preparing detailed job descriptions and the target list of companies.
- Identified potential candidates within the target list and arranged of meetings of the candidates with the Ward Howell consultants.

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## **PROJECTS:**

### **• KYIM PROJECT [Start Up]**

*November 2014 – Present*

*Serving as a co-founder. Spotify for your clothing.*

### **• AMAZON COLLIDER PROJECT**

*April 2015 – May 2015*

*Designing Amazon's "Last Mile" Logistics and Delivery System Rates Proposal. One of the Top-4 Projects on Amazon Collider Challenge at UC Berkeley.*

### **• DESIGNING FLOOBES, EDUCATIONAL BATH TOY**

*February 2015 – May 2015*

*Floobes - an educational bath toy for 4-6 years old that is aimed to develop Creative and Analytical thinking among the kids.*

### **• HOSPITAL OPERATING ROOM SCHEDULING PROJECT**

*November 2014 – December 2014*

*The project consists of modeling and computational problems (to be solved in AMPL) for Operations Research class*

### **• BOULEVARD OF HEALTHY LIFE PROJECT**

*October 2008 – November 2008*

*1<sup>st</sup> place on the International Computer Project Olympiad(ICPO-2008). The propaganda of the harm of drug use among children in the 3<sup>rd</sup> world countries via heavy social online advertisement.*

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## **HONORS AND AWARDS**

- Presidential "Bolashak" Scholarship Recipient (*awarded to high-performing students from Kazakhstan to study overseas all-expenses paid*).
- Yerzhan Tatishev Foundation Scholarship Recipient (*awarded to the best students in finance and economics to form the new financial elite of Kazakhstan*).
- 1<sup>st</sup> place at 3<sup>rd</sup> International Computer Project Olympiad (ICPO 2008).

**LANGUAGES:** English (full professional proficiency), Russian (native), Kazakh (native), Turkish (upper-intermediate), Italian (basic).

**HOBBIES:** Ballroom dancing, languages, soccer, table tennis, photography, reading.